

Commerce

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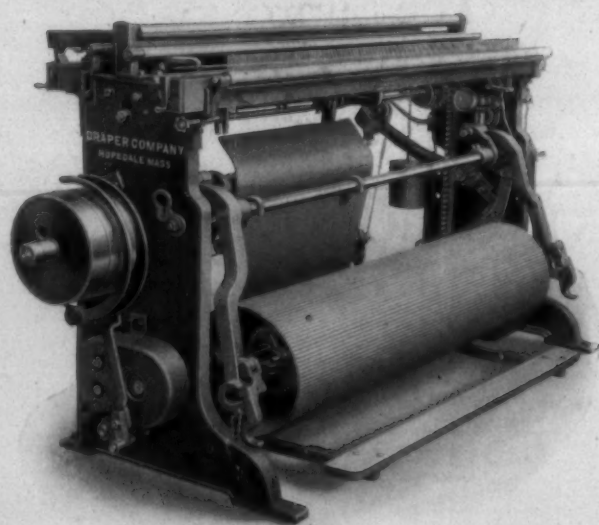
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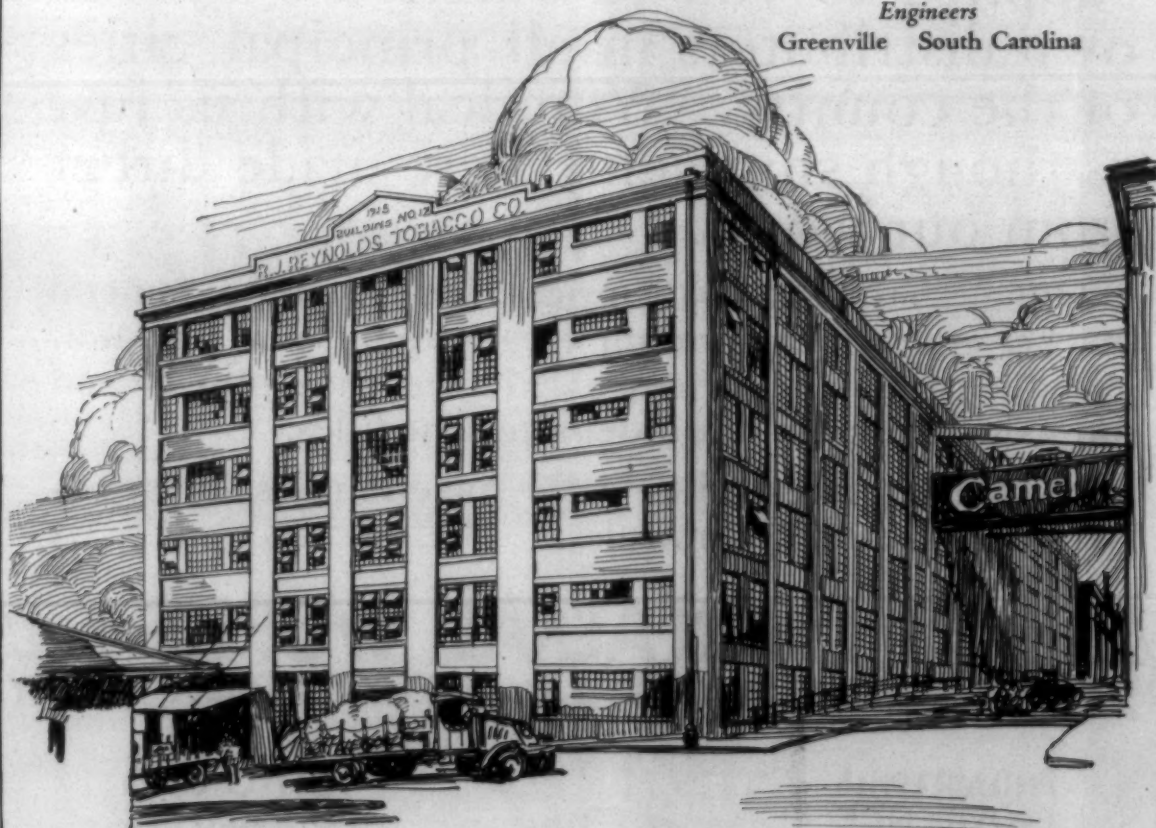
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SOUTHERN TEXTILE BULLETIN

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THURSDAY, MAY 10, 1923.

NUMBER 10

Brazil—The Promising Land

(W. Irving Bullard before National Association of Cotton Manufacturers. Treasurer National Association of Cotton Manufacturers,

Where will the world turn to avoid a cotton famine? Is not the one answer, Brazil? No other candidate, among all the sources sought by the cotton spinning countries of the world, with great effort but little result to date, can rival the possibilities I have seen in our South American neighbor.

Brazil is frequently and truly termed a "promising" land. There is the vast and sure promise of nature, waiting only development. Capital and population will gradually attend thereto. Experience and the tutelage of outside capital and advice—especially American—should gradually aid in the way of executive direction of finance and business. The rich and real promise of the land itself stays assured; and undoubtedly its greatest meaning, for the world as well as for Brazil, is in cotton.

Conditions and tendencies the world around, but particularly in the leading nations that raise or spin cotton, point irresistibly to that conclusion. In an era when the world need of cotton continues steadily to expand, and when the uses of cotton keep on multiplying, the old sources of supply are shrinking. The United States, under the yet unconquered sway of the boll weevil, appears to have entered upon a period of short crops. The past few years have seen large fluctuations in the Egyptian crop, with a general trend toward smaller total production and lower yield per acre. India seems unable to improve in quantity, and more especially in quality, of output. Efforts to raise cotton elsewhere in the British Empire have as yet had but trifling results. And the pressure converges most on staple cotton such as Brazil could produce economically.

Here is where Brazil enters the picture, with a double role to play. Nature has given to Brazil the proved capacity to produce great crops of high grade cotton and more than 75,000,000 acres of uncultivated land adapted for cotton. Both soil and climate ensure success. In Brazil also are the beginnings of what should prove a large textile industry, to absorb a part of the yield of the vast fields available.

In a double sense this has a future significance for our American textile industry. It means another source of raw cotton supply, not rivaling but supplementing our own South. It means also a large potential market for textile machinery and supplies manufactured in the United States. To outline these dual opportunities, as they appeared to me on a recent survey of conditions in Brazil, is my aim today.

There is much misconception of Brazil—as a purely tropical land given mainly to raising rubber and coffee. The jungle fringe is only along the northern coast. Most of Brazil, which in its area is almost as large as the United States minus Alaska, is a plateau from 1,500 to 3,000 feet high, stretching southward almost 34 degrees from near the equator. The Republic has more than 15,000 miles of railroad and more navigable rivers than any other country. More than 10,000 miles of waterways are open to river steamers and ocean-going vessels and 20,000 mile additional which are navigable for light-draft and flat-bottom boats.

Brazil's great need—beside capital—is population. With slightly less than 30,000,000 people, there are not quite ten inhabitants per square mile. But native fecundity and immigration—which in coming years is apt to be stimulated by our own change of immigration policy—should quickly expand the population. Development of the country's rich resources by influx of capital and population should meet the other great need—the raising of wage and living standards. Already the efforts of both the government and industrial interests, especially textile, are beginning to reduce the 80 per cent of illiteracy.

Cotton is actually indigenous to Brazil—found growing wild on the mountains. Our Civil War spurred Brazil into exporting nearly 400,000 bales. But it lapsed back into rubber and coffee; and in recent years, in a time when export increase was Brazil's great need, the country suffered from this dependence on only two staples. It has lost the primacy in rubber; and it has profited less lately from coffee. Meanwhile its cotton possibilities lay neglected.

Brazil's cotton department in the agricultural ministry is but three years old. Its cotton is excellent in quality in spite of an almost appalling ignorance of the planters—

as to seed, cultivation, qualities, etc. As yet there has been little organized effort to improve tillage or ginning or marketing.

Sowing and picking and handling are alike primitive and careless. Many planters, with whom cotton is but a side issue, seem not to know that length or texture are market or price factors. Much of the cotton in Brazil is sold locally at a uniform price, quite regardless of quality. There is indiscriminate mixing of seed. There has been quite as much carelessness in grading and baling. Brazil, somewhat like India, has paid little heed to separation of staples, to sorting the long staples from the short, the high grades from the low.

Yet, in spite of all these obvious drawbacks, which have retarded the entry of Brazilian cotton into world markets and probably have cost Brazil much needed millions, the fact is that the better product of Brazil will even today rank well up with that of Egypt or Arizona. The yield per acre, under careless methods, is greater than can be claimed for any other country. And the area available for cotton is greater than that of our own cotton belt.

Brazil is now raising about 600,000 bales of cotton a year, when under the stimulus of world need and price it might well be raising tenfold that total. Already, under a slack technique of cultivation, more than a quarter of the crop averages 1 1/8 inch or better staple. The average production is about 200 pounds per acre from perennial cotton and double this poundage from annual plantings, with many instances of much higher yield under anything like careful cultivation.

Brazil, however, is waking up to its opportunities in cotton. Two surveys of the entire field by British officials of the International Cotton Federation, and the holding of the International Cotton Conference at Rio de Janeiro in connection with the Centennial Exposition, at which I had the honor of representing the American textile industry, have accelerated that awakening. The present government, whose minister of agriculture presided over the Cotton Conference, and whose chancellor of the exchequer as well as the President, is keenly interested in cotton, has determined to do all it can to aid in the segregation and improvement of seed and the betterment of ginning and grading. The

President in his first official speech is expressed the purpose of making cotton rank with coffee as a product of Brazil.

In consequence of such stimulus, as well as that of the world market situation in cotton, the present growing crop in Brazil will probably set a new record. In Sao Paulo, one of the three northwestern states most suitable for cotton raising, the yield is expected to be three times as large as last year's. The crop in other northern states will also surpass former figures. Today more Brazilian than Indian cotton is going to Lancashire.

In large part this progress is due to adoption of better methods. Sao Paulo has copied the organization of Liverpool and has hired a Liverpool grader. The cotton states are picking and handling cotton in more modern ways. And, what is most needed, seed farms are being established in the cotton states of Brazil.

Good, selected seed is probably the main need. In such experimentation and betterment work the federal and state governments of Brazil can and seem disposed to aid materially. Likewise they can and doubtless will aid in the establishment of modern ginning plants. Today there are no roller gins in Brazil, and most of the old-fashioned gin saws have not been sharpened for years in the average Brazilian gin. After a few years of government encouragement it is likely that private enterprise will provide modern ginning and oil plants.

Plant selection, through the agency of seed farms and specialists sent out by the government, is Brazil's first need, to take advantage of its magnificent natural opportunities. Clean instead of careless picking and grading some next. The differential between the price of clean cotton and of dirty cotton has sometimes ranged up to 100 per cent in the world's markets. And the saw gin, unsuited at its best for long staples—and rendered vastly less efficient in Brazil by unsharpened blades—should be supplanted by the roller gin.

Given a few relatively simple reforms of process, there is no reason why Brazil should not soon contribute a million, then five or more million, bales of high grade cotton to the world's markets. So far it has been little hurt by insect pests. It has the pink boll weevil from

Egypt. But fumigation, netting of the butterflies and particularly the spreading of the seed in the sun seem to minimize the harmful effects. Paris Green appears to take care of the cotton worm.

These considerations appealed strongly to the International Cotton Conference in Rio last October. After recording its firm opinion that Brazil "should prepare itself to take position in the great buying markets of the world, becoming their constant and regular supplier," the Conference outlined several suggestions for improvement of methods. In brief, these included:

Intensified study of cotton culture in agricultural schools and other teaching establishments of elementary, intermediate and higher grades.

Experimental and demonstration establishments, especially with view to improving local Brazilian varieties of cotton.

A seed farm for every zone in each cotton state, farmers buying the seed and agreeing to plant none other.

Fibre of American type—1-1.8 to 1.3-1.6 inches—be increasingly grown, with no detriment to production of longer staples.

Use of modern implements, the states to learn by experiment which are most suitable, and to provide facilities for purchase.

Federal government and states to determine which fertilizers are best adapted, control the trade in fertilizers and aid in purchasing.

Instead of careless picking and storing, resulting in less than the best price in world markets, means should be taken to ensure commensurate value to growers of clean cotton.

Advantages of cotton culture should be used as a means of attracting immigrants.

In the cotton area of Brazil there are but two seasons—dry or summer and rainy or winter—the latter running from January to July. Cotton planted at beginning of winter gets abundant moisture, finishing its growth as the rains end. Then the hot sun vivifies the plant. This hot and damp climate, plus richness of soil, affords excellent growing conditions.

In the more southern regions, like Sao Paulo, somewhat lower temperatures prevent raising the long staple, slower growing, often perennial varieties of the northeasterly inland regions. The chief product is American upland of an inch or slightly longer staple. Some of the yields in that state are remarkable, ranging up to 500 and even 800 pounds of lint per acre. Some fields in Brazil have grown cotton for 15 to 20 consecutive years. In the hotter northern regions are raised several longer staple varieties of exceptional character—the Serido, Moco, Riqueza, etc. The Serido yields run 25 per cent larger per acre than in Egypt, with the plants lasting as much as 15 years instead of annual replanting, and with much less need for cultivation or irrigation. In several districts of Brazil extensive irrigation works are now under way.

In the great state of Sao Paulo the annual "American Upland" type rapidly reaches maturity, with only planting to picking and in some

three months usually required from cases even this period reported cut in half.

So far the Brazilian cotton crop has been practically absorbed by the native textile industry. The day is near, of course, when there will or should be a large exportable surplus for American and European mills. But also, with the large South American textile needs, there should be a considerable expansion of this Brazilian mill enterprise and a decided rise in its technical skill.

Today there are in Brazil about 250 cotton mills, with 350,000,000 milreis (\$40,000,000 at today's value of the milreis) capital, an annual product of 450,000,000 milreis, about 1,650,000 spindles, 60,000 looms and 70,000 operatives. As in the raising, so also in the spinning, of cotton three of the 17 States lead.

As in our own South, these Brazilian mills, which vary widely in efficiency of equipment today, are gradually improving their technique. The most of them have still a great deal to learn, the average of efficiency being decidedly low. One very obvious fact to any visitor is the use of cotton staples entirely too good for the quality of cotton goods produced. For example, Brazilian mills have been turning out number 18s yarn where German mills from the same staple are accustomed to produce 32s yarn.

In the immediate present the Brazilian mills are enjoying a considerable prosperity not only on account of textile conditions but because of the rate of exchange, which has enabled them to produce at a cost cheaper than the import price level on foreign goods, in addition to which has been the effect of relatively high Brazilian tariff duties on textiles. Thus the Brazilian mills are not only controlling the home market but exporting in considerable volume to other South American countries.

The American visitor to the average Brazilian mill is impressed with the large number of "hands." Cheap and relatively unskilled labor is the reason. Taking not one of the less but one of the more skilfully operated mills, I found that a plant with 72 cards, 32 combers, 40,000 spindles and about 1,000 looms, with a small dyeing and finishing plant—a combination frequent in Brazil, where there is less sub-division than in New England or Lancashire—had no fewer than 2,400 operatives, or about four times as many as would be employed in a mill of the same size in New England.

A converse to this is the low wage rate and the degree of child labor. I saw many child workers who looked not over nine or ten years, paid nine to eleven cents a day. Experienced carders and combers got 55 to 75 cents a day, with the weavers averaging about 65 cents, running two looms each. These figures of course are based upon the present depreciated 11 cent value for the milreis—a by-product of the country's fiscal embarrassments—and do not fully reflect the internal purchasing power of the currency; but they suggest the relatively low scale of wage standards. For Brazilian statesmen one of the questions of the future will be the

choice between raising cotton for velopment.

export or fostering textile mill de-

At the Cruzeiro Mill I saw yarns being spun from No. 4 to No. 120 and fabrics ranging from Turkish towels, suitings and osnaburgs to the finest voiles and muslins. In the opening room I saw extra long staple Sea Island cotton with at least 40 per cent seed and leaf waste and the fibre so irregular that you could pull a staple with a range of one-half of an inch.

During my visit the machine shop had just finished assembling a complete spinning frame—home-made. Patterns were also being made to build looms and finishing machines.

With the assured growth of the country, and of all South America, the immediate market for the product should greatly increase, and an influx of foreign capital into textile enterprise would be a logical development. Under the exchange and tariff conditions prevailing, only the very finest cotton goods, not locally produced, can make their way into Brazil, which once was a considerable customer of Lancashire's.

Just as in the cultivation of the raw cotton, so also in the equipment and operation of its mills, Brazil must modernize its methods. A few of the mills are admirably designed and contain fine machinery, but the average is low; and there are many pieces of machinery anywhere from 30 to even 50 years old. The spindles are almost entirely of the ring variety. The percentage of waste is higher than needful—10 per cent to 15 per cent or even more.

Even under these handicaps the profits of Brazilian cotton mills average high. Dividends of 12 to 150 per cent have been common the past few years, and in recent months the average is understood to have been around 55 per cent. In the Federal state of Rio the 48-hour week is legalized, while in the interior the mills operate up to 70 hours weekly.

Given such profitable returns on invested capital and such prospects in the way of cotton supply, costs and markets, there is bound to be an active future in the matter of expanding and improving the mechanical equipment of the mills. And here there apparently exists a notable opportunity for New England enterprise and commerce.

Hitherto the Brazilian industry has almost wholly depended upon England for mill machinery and supplies, with a little buying from Switzerland. I saw but a few hundred dollars' worth of American machinery in the mills I visited. Brazil has apparently been an unknown land to the makers of American textile machinery. Yet there is every reason for, and practically none against, the winning of this lucrative trade opportunity by the mill machinery concerns of New England.

It will require, of course, some reasonably earnest and intelligent attention to cultivating the possibilities of this great latent market. It will be essential, for example, for such houses to send down their own representatives, well instructed and equipped in the ways of doing busi-

ness in Brazil, instead of entrusting the whole matter to native commission houses—a procedure seldom productive or profitable. It will mean keeping in close and continuous touch with conditions and prospects in Brazil. But the effort will not be difficult; and as a few very recent tentative inquiries have proved, it will be richly rewarded.

A Bostonian now living in Rio, and representing a large New England textile machinery concern, writes me recently as follows:

"We have a private exhibition of our machines in Rio and we shall keep it on a more or less permanent basis for a while, and find that such an exhibit suits us better than if we were to have a temporary exhibit at the Exposition.

"The cotton mills are enjoying a prosperous period at present on account of the high rate of exchange, which enables them to manufacture cheaper than what foreign goods can be imported for, also the high tariff duties on textiles insures them of a safe market at home, and as you know they are exporting a great deal of their goods to the other South American countries.

"Without doubt Brazil has a great future in the cotton industry, and they are gradually improving the quality of their goods every day, but still the majority of the mill people down here have a lot to learn, and the mills are operated on a very low rate of efficiency.

"As you know there is practically no American textile machinery in this country, and there never will be until the American textile machinery manufacturers send their own representatives down here, as working through commission houses does more harm than good, unless the company's representative is on the job. We have found this out the past few years.

"The trouble is that American manufacturers do not understand this market, and are not willing to spend the time to find out why they do not do business, although this does not apply to all American manufacturers, as those who have gotten in are here to stay.

"I have covered practically the whole of Brazil where there are textile mills, and know conditions fairly well, but it takes a great deal longer time than I have been here to really be in a position to state absolute facts on anything."

It does not require an economic seer to forecast a great mutual flow of trade between Brazil and New England, comprising raw cotton bound in this direction and a wide variety of mill equipment bound south. Already the shipping facilities exist in abundance, and under the stimulus of such trade, expansion would unquestionably be greatly increased. Four vessels a month are now plying between Brazilian ports and Boston, three regular lines and one tramp, with every prospect of increased service by the International Freighting Corporation which operates steamers of the United States Shipping Board. In most cases a portion of the cargo is discharged here and the balance at the terminal port, i. e., New York.

This geographical situation is
(Continued on Page 10)

More Nordray Broad Looms Hyatt Equipped

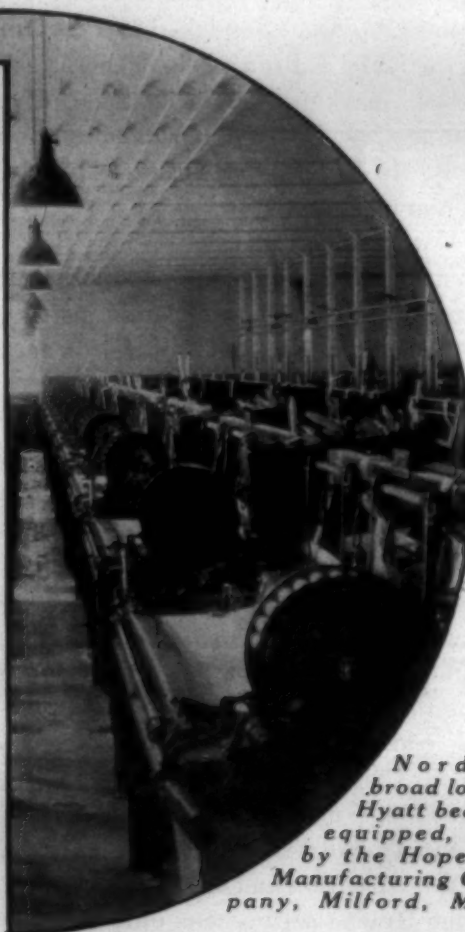
One hundred and one new Nordray looms equipped with Hyatt roller bearings will soon be in operation at one of the prominent North Carolina mills.

By specifying that these new looms be Hyatt equipped this mill has insured dependable and economical weaving for years with no necessity of bearing adjustments or replacements.

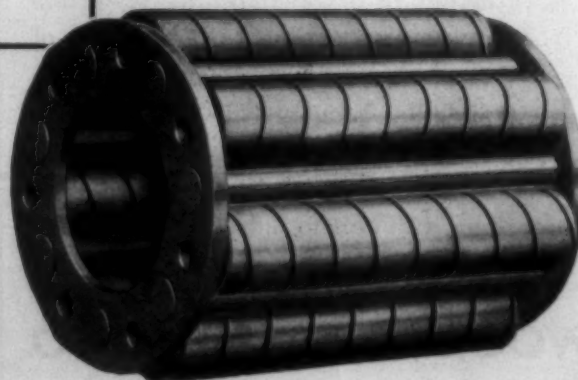
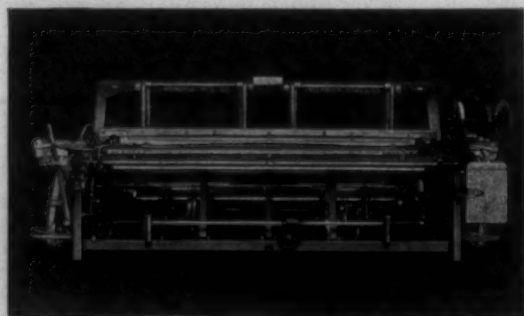
In recent tests Hyatt equipped *narrow* looms have shown a power saving of 23.4% and it is only logical to expect a greater horse power saving on these *broad* looms.

The new looms in this southern mill are similar to the Hyatt bearing Nordray broad looms recently installed by the Pepperell Manufacturing Company of Biddeford, Me. These mills can look forward to worthwhile savings in power, in lubrication and in maintenance costs.

Secure these weaving economies for *your* mills—specify that your looms be Hyatt equipped.



Nordray broad looms, Hyatt bearing equipped, built by the Hopedale Manufacturing Company, Milford, Mass.



Hyatt Roller Bearing Company

Newark Detroit Chicago San Francisco

Worcester Milwaukee Huntington Minneapolis Philadelphia Cleveland Pittsburgh Buffalo Indianapolis



Business and Sentiment

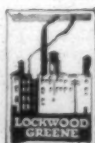
Some years ago a large foundry and machine shop was established in a certain city in the East. It didn't belong there. Freight rates, markets, competition—everything was against it. But it was built there because its owners wanted to live in that particular community!

Few business men will admit that sentimental motives play any part in their decisions. Yet a location for an industry is not infrequently selected by its owners for equally inadequate reasons.

The service of Lockwood, Greene & Co. includes expert counsel in the selection of locations. It brings to your problem the mature judgment of specialists on such questions as freight rates, labor supply, police and fire protection, availability of raw materials, accessibility to markets, competition, taxation, laws, transportation, possibility of expansion and climate. In the consideration of these matters, Lockwood, Greene & Co. draw from a fund of knowledge gathered from the experience of ninety-two years.

With location and site established, Lockwood-Greene service has only begun. Before it is completed it has covered every essential detail of the building operation from preliminary studies to the placing of contracts and supervision of construction. It is a completely rounded service.

A copy of "Building with Foresight," a booklet descriptive of what we have done for others, will be sent on request.



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Industrial Relations

(John Calder, Consulting Engineer, before National Association of Cotton Manufacturers.)

The outstanding problem today of the northern cotton manufacturer is to increase the output per man-hour in his mill in the face of statutory and economic limitations as compared with his competitors elsewhere.

To do this he must encourage invention and secure and maintain superior machinery and plant facilities and efficient arrangement and utilization of the same. Because of his higher labor cost he can afford to increase his plant investment and to study more closely many of the routine mill tasks which, it has been too often assumed, are already using a minimum of help and have attained final form.

Such action will save labor but the saving will not be sufficient unless the good-will and interest of the reduced number of admittedly more capable northern employees, found necessary for the readjusted work, are also secured and maintained, and this will not be guaranteed by the fact of uniform adjustment of wage issues, rightly made for groups of mills in the same economic situation.

Thus more efficient facilities, better planning, adequately trained help, steady running of the mill, reduction of time lost at present when on the job, and the confidence and willing co-operation of the human factors is essential to offset the economic advantages of others using their physical investment and an organization for considerably more hours per week.

It is no longer possible, nor is it desirable, to secure steady labor attendance by maintaining the status quo of traditional New England mill management. Handing down from time to time, in some mills adverse decisions affecting wage-earners which are seemingly based upon sheer economic determinism produces only angry reaction from uninformed and dubious employees, regardless of the merits of the case. A new atmosphere and a new way of working together must be provided if we are to create reserves of good-will and to draw upon them with confidence. This latter task is one involving the attitude and policy of owners on industrial relations. It is a major topic full of business significance in our day which is too often regarded by employers as a luxury. Some account is here given of its past history, its present importance and recent encouraging developments. The latter are the more important because, if severe restriction of immigration is to continue, as seems likely, the employer's industrial relations practice must be increasingly adapted to a rising standard of common labor which is more Americanized than hitherto and to the needs of the resulting more stabilized force in the mill.

The latter will only be responsive and co-operative when properly informed and democratically treated. The situation is a hopeful

one for employers who have, or who adopt, an adequate plan for enlightening and energizing their people but it is a menace to those who vainly hope to "get by" on the old lines. What to do in the premises is no longer a matter of conjecture.

Industrial relations in its social sense is the state of feeling, satisfactory or otherwise, and the quality of intention and conduct which mark at any time the working relations of the employer, his representatives, and the wage earners, or organized groups of these two industrial factors.

In its technical application the term comprises the conditions which accord with the most satisfactory handling of the human factors in industry.

The actual relations between capital and labor, however, and their moral and economic intentions toward each other is determined by the state of things in individual establishments—and this varies greatly even where wage scales are identical.

Unwise and inconsiderate treatment by employers and their representatives and resulting lack of confidence and of knowledge has led considerable bodies of employees, forming only a minority, however, in most industries, to pin their hopes for economic betterment entirely to external organization and mass action.

This is their undoubted right and has often been their sole recourse, but much is lost when an employer's content to let economic relationships in his own mill drift into a situation where he forfeits conference in the first instance with his own people.

Despite the innate solidarity of labor, this is not a necessary condition and well-considered industrial relations will preserve this privilege which is highly appreciated by the wage-earner and used conservatively.

Welfare Work.

Ten years ago employers devoted a good deal of attention to the internal plant services known then as "welfare work." Some did so out of genuine concern for the comfort and well-being of the wage earner. Others merely imitated a prevailing fashion and dropped it when the mode changed. Still others had little faith in democratic relations with employees and therefore hoped and planned for a docile organization of human units which such work might consolidate.

"Welfare Work" was defined as "anything for the comfort and improvement, intellectual or social, of the employees, over and above the wages paid, which is not a necessity of the industry nor required by law."

It has been used both wisely and unwisely. Sometimes it has been the sincere but paternalistic or philanthropic impulse of the employer who has not sensed the true feelings and interests of his people. Sometimes it has been merely the ostentatious and extravagant hobby of a plant owner. In both cases it has been unappreciated and even

seriously misunderstood by the employees.

In the last ten years the term "welfare work" had been dropping out of use because of the implication of condescension which it conveyed to the worker but the service itself, stripped of needless extravagance, is now more intelligently and helpfully practiced. It is no longer regarded as something gratuitous and permissive. It is firmly established in the service systems of the most progressive plants and is regarded at once as good business and good morals.

Two causes besides the initial errors of some employers have produced this result. On one hand civic authorities and state and federal legislatures have operated for a decade to make compulsory some of the early welfare practices by increasing the formidable legal obligations of manufacturers—by no means equally distributed. These cover employment, hours of labor, wages, safety, sanitation, education, accident compensation, etc. On the other hand a study of the psychology of the wage earner has shown that, like his employer and the nation, he prefers to make his own mistakes and desires to express himself in his leisure and social activities rather than follow the plans of others, however well intentioned and elevated.

Modern Industrial Relations.

Though in isolated mill towns, particularly in entirely new developments, a considerable measure of the old practice may be found and may be justified by the situation, modern industrial relations concentrates on three main efforts all of which are now regarded as just good business. It steers clear as a rule of all work not necessary to the employment relation which can be organized and managed by the employees themselves.

(1) Personal Service.

These comprise the necessary organization for fulfilling all legal obligations to labor and combine with it all justifiable steps arising out of the necessities of each plant. The technique of personnel service has been well developed on a scientific basis in the past decade, has been stripped of superfluities and embraces the functions of employment, medical aid, material conditions for health and safety, and such organization of thrift, benefit, pensions and relief as is consistent with the situation and agreeable to the employees.

We do not dwell further on this division as it is now well-recognized, though sometimes indifferently administered. In many cases, such as it is, it constitutes the sole effort at industrial relations in the plant. There is an ample literature, much of it, however, dealing with the selection, testing, and placement of employees above the grade of wage earners.

(2) Education.

The technical training of workers is sometimes coupled with industrial relations but is really a part of the function of organizing for production. It belongs to the technical division of the management though it may be considerably aided by the educational work carried out on broad lines for all employees.

It is being increasingly realized that the state of mind which is at the bottom of most of our economic friction and labor trouble is as much to the ignorance of the employee and even of the supervisors, and to the aloofness of the employer as it is to material and financial conditions not acceptable to the wage earner.

Because of this, education of adult employees is coming to occupy a prominent position amongst the uncovenanted obligations and services of the wise and far-seeing employer. Some owners who permit and encourage the organization of the recognized technical personnel services balk at education, the most fruitful of all. They do so even when compelled to create difficulties for themselves by filling their mills with people with whom they and their supervisors have naturally little mental contact or sympathy because of barriers of race, language, and tradition.

Those who do this are inconsistent. The worker in America will, beyond any doubt, increasingly exercise the right to make his own mistakes and the number of them will be proportional to the extent of his ignorance. That he is inert and quiescent at times is true, but his mind is active nevertheless and wise employers will take pains to afford him such information and opportunity for question and discussion as will enable him to decide and to act with intelligence.

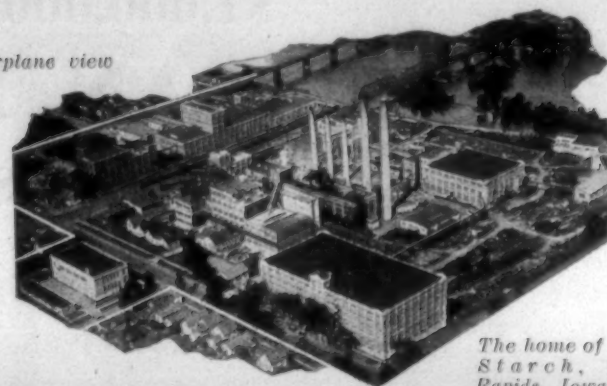
If this is done his mistakes will be made as few as possible and incidentally his employer will learn some things which may guard him from error also.

Such education for adults in the plant and mill cannot be of the formal type used for the young. It must also reach mature adults in the language in which they think. The meager vocabulary of the superficial English which accompanies a rapid process of "Americanization" is no sufficient medium.

Nor should the much-needed teaching in popular terms on our industrial and social systems and their economics be confined by any means to the wage earner. Some of the people most puzzled by them are the superintendents and supervisors themselves who ought to be the most effective teachers. They and their assistants need to be energized and enlightened to handle the human factors more sympathetically and acceptably than in the past, and capital must justify its policies and practice to them equally with the workers if it is to have the willing co-operation of both. Where it will not do so because it cannot, the case is all the more urgent and greater efficiency due to increased good-will and interest in the day's work will await this preliminary. Such a requirement carries with it the need of an unmistakable and permanent change in the mind and intention of unduly conservative owners, and when attained it should be conveyed by them in no uncertain terms to mill managements of a quality calculated to give it full effect. That there is a hesitancy and lack of conviction, and even of diligent inquiry, amongst many of those who control

(Continued on Page 12)

An airplane view



The home of Douglas Starch, Cedar Rapids, Iowa.

Douglas Textile Starches

*Backed by 20 years
of successful use*

Back in 1903 The Douglas Company of Cedar Rapids, Iowa, first produced Douglas Starches.

During the years following they built up a large domestic and foreign trade on Douglas Starch—and a reputation for making the highest quality and most uniform starch on the market.

Three years ago Penick & Ford, Ltd., purchased the Douglas plant and rebuilt it, putting in all the most modern improvements. It is now being operated by the same efficient organization as was formerly employed by the Douglas Company.

We now offer Douglas Starch in the following grades:

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(a refined thin boiling starch)

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Montgomery, Ala.
New York, N. Y.

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G. L. Morrison
Greenville, S. C.

N. E. Representative
Marble Nye & Co.
Boston and Worcester, Mass.

\$1,000,000.00**DUNEAN MILLS****Greenville, S. C.****7% Cumulative Sinking Fund Preferred Stock,****Preferred both as to Assets and Dividends****PAR VALUE OF SHARES \$100**

Dividends payable quarterly, January 1, April 1, July 1, and October 1. Redeemable in whole or in part at the option of the Company, upon sixty days written notice, at \$110.00 per share and accrued dividends.

Registrar: Norwood National Bank, Greenville, S. C.

Dividends exempt from Present Normal Federal Income Tax**CAPITALIZATION**

(Upon completion of present financing)

	Authorized	Outstanding
7% Cumulative Preferred Stock (this issue)-----	\$1,000,000.00	\$1,000,000.00
Common Stock -----	1,350,000.00	1,350,000.00

The Company has no funded indebtedness of any description and none can be created without the consent of the holders of at least 75% of the Preferred Stock.

Letter from Mr. L. R. Henry, President of Dunecan Mills, is summarized by him as follows:

BUSINESS: Dunecan Mills manufactures fine combed yarn goods; yarn-dyed silk striped madras shirtings, poplins, broadcloths, underwear cloths, fine gingham, tissues, voiles, cotton and silk mixed dress goods, with varied decorations. No goods of this character are more favorably known either North or South.

PROPERTIES: The Plant is located at Greenville, S. C., and is equipped with 50,720 spindles and 1200 looms, together with complete complementary machinery. 10,000 twister spindles and 600 additional looms are to be added, increasing the output by 50%, and are expected to have a most favorable effect on net earnings. A complete modern mill village, sufficient to care for all of the Company's operatives, containing 400 houses, to which 190 are being added, is part of the Company's fixed investment. Machinery and equipment is modern in every respect and the plant, in every way, is one of the most efficient fine and fancy goods manufacturing plants in the country.

EARNINGS: In the four and one-third years ending December 31, 1922 the period within which the Company has been operated by the present management, net earnings available for dividends, after charging off liberal depreciation and deducting Federal taxes, averaged \$270,637.97, nearly four times the annual dividend requirements of the \$1,000,000.00 7% Cumulative Sinking Fund Preferred Stock. Had the proceeds of the present financing been available this period, net earnings would have been substantially increased, due to saving in interest charges for money borrowed. Reconstructing the profit and loss account to reflect Income Taxes at 1922 rates, but without making allowance for the saving of interest, which would have been effected had the proceeds of present financing been available, shows an annual average net profit for the period under review of \$318,017.07, or nearly four and one-half times the dividend requirements of this Preferred Stock. Earnings are now running at the rate of approximately \$600,000.00 per annum, without benefit of improvements resulting from present financing.

ASSETS: The Balance Sheet of the Company, based upon the audited accounts of December 31, 1922, and giving effect to the sale of \$1,000,000.00 7% Cumulative Sinking Fund Preferred Stock, and the \$536,100.00 additional Common Stock, shows net quick assets of \$1,293,719.84, or over \$129.00 for each share of the 7% Cumulative Sinking Fund Preferred Stock, and net tangible assets of \$3,617,640.87, or over \$361.00 for each share of preferred stock.

We recommend this Preferred Stock for Investment, and offer it subject to issue as planned, and to delivery to us, if when and as issued.

PRICE: PAR AND ACCRUED DIVIDENDS

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GREENVILLE, S. C.

AMERICAN TRUST COMPANY,
CHARLOTTE, N. C.

CHARLESTON SECURITY COMPANY,
(Affiliated with the Bank of Charleston, N. B. A.)
CHARLESTON, S. C.

The information submitted herein, while not guaranteed, is believed to be reliable, and is what we have acted upon in our purchase of the stock.

Brazil—The Promising Land.
(Continued from Page 6)

symbolic of the general commercial situation between ourselves and Brazil. Before and during and since the war it has been universally recognized that Brazilian-American affiliations were close and cordial; and it would be the most natural and logical development for trade ties also to become numerous and intimate.

Toward England there is a noticeable lack of such cordiality of feeling in Brazil. The preference, both in sentiment and in actual tariff rates, is for the United States. In fact, the tariff preference recently given the United States by Brazil averaging 20 per cent has slightly strained diplomatic relations between England and Brazil.

Primarily Brazil must remain and grow rich as an agricultural country. As its former staples, coffee and rubber, it offers magnificent opportunities in the raising of cattle. An official of one of the largest banks in Rio offered me 1,280,000 acres, divided by a navigable river, with more than 10,000 wild cattle and three tribes of Indians thrown in, for 11 cents an acre. Only a few miles from the coast the daily wage averaged last fall only a milreis a day, or about 11 cents.

Such conditions are symptomatic of a virgin country, financially somewhat deranged, but before which wait tremendous opportunities when systematic and intelligent development of its resources arrives. And the greatest destiny of Brazil, both because of its own natural gifts and the needs of the world, is in cotton. Agriculture must be developed first; then industry and trade.

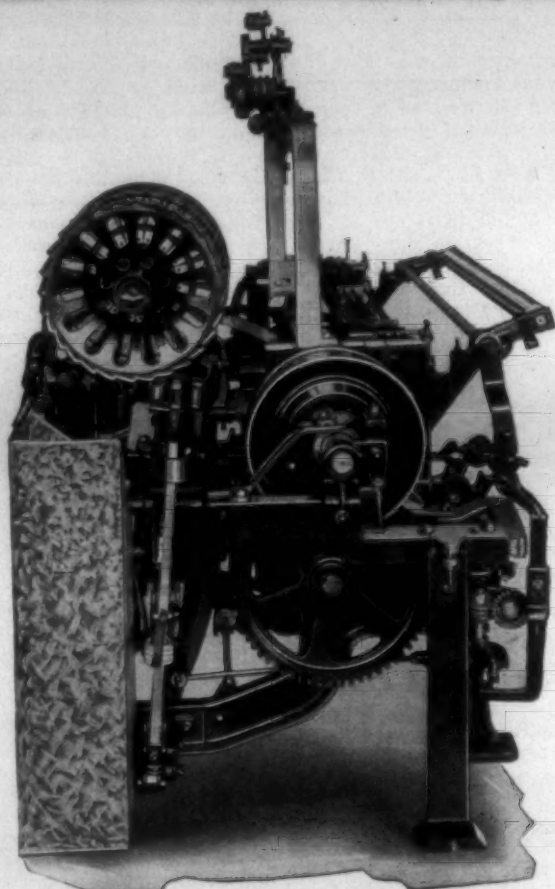
Profit Sharing Plan for Pacific Mills.

Columbia, S. C.—Officers of the Pacific Mills in Columbia stated today that while they had been informed of tentative plans for the profit sharing plan of the company, they had not been officially informed of its final approval, and did not know when stock would be first offered to the South Carolina employees. They expressed interest in the plan and are confident it will be well received by all persons connected with the Pacific Company.

The Pacific Company is to sell to its employees 5,000 shares of stock. To the employees of the Hampton group, including the Olympia, the Granby, the Richland and the Capital City Mills, 500 shares of stock will be sold. The stock is to be sold to the employees at \$92 per share. The present market quotation of Pacific stock is \$95. It was some months ago quoted at about \$190, but a recent 100 per cent stock dividend automatically reduced the market quotation.

The employees are to pay for the stock on the installment plan. No employee is to pay more than \$2 a week. The payments can be made weekly or monthly. The cash payment will be \$5. No one employee will be allowed to purchase more than five shares, under the profit sharing plan. The plan is open to the mill employees until the 5,000 shares have been sold.

End-View of our Nordray Loom With Lacey Top-Rig



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HOPEDALE MFG. COMPANY
Milford, Mass.

Southern Office

Greenville S. C.

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TEXTILE MACHINERY

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Conveying	Roving Frames
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Picking	Spoolers
Revolving Flat Cards	Twisters
Sliver Lap machines	Reels
Ribbon Lap Machines	Quillers
Combing Machines	

COTTON WASTE MACHINERY

COTTON AND WOOLEN SYSTEMS

Openers	Revolving Flat Cards
Pickers	Derby Doublers
Willows	Roving Frames
Card Feeds	Spinning Frames
Full Roller Card	Spoolers
Condensers	Twisters
Special Spinning Frames	

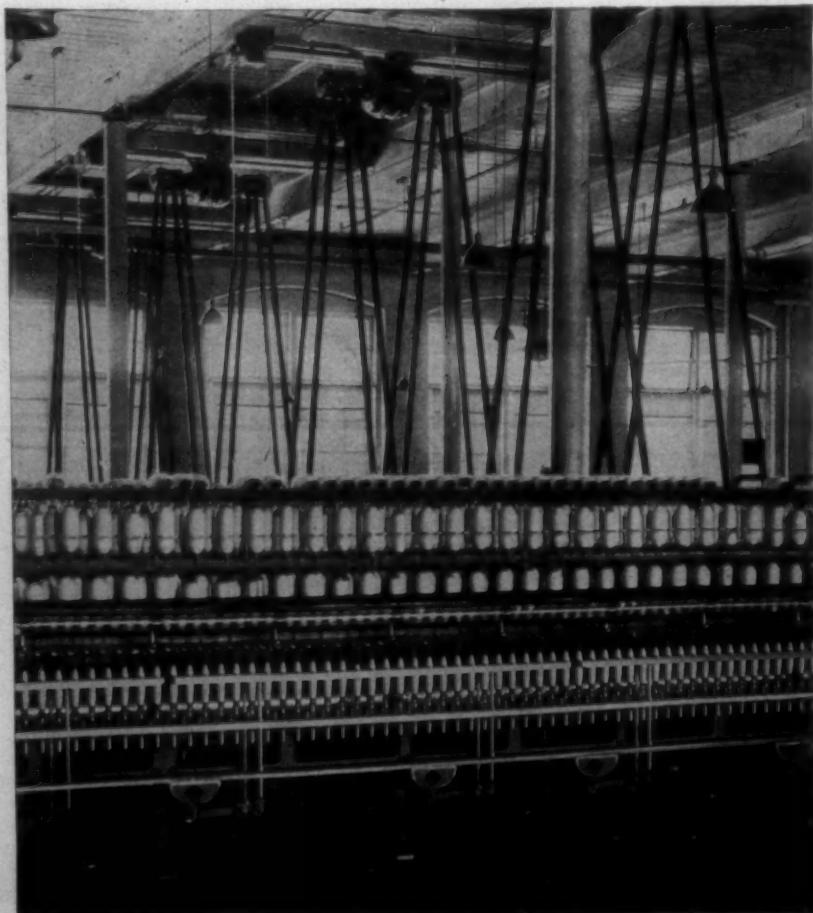
WOOLEN MACHINERY

Card Feeds	Condensers
Full Roller Cards	Wool Spinning Frames

WORSTED MACHINERY

Cone Roving Frames

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SOUTHERN OFFICE CHARLOTTE, N.C.



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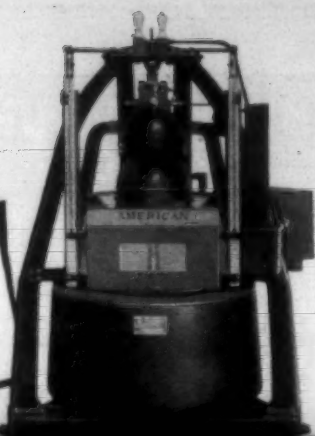
Our engineers will be very glad to give you the benefit of their experience in this important work.



The Graton & Knight Mfg. Co.

Oak Leather Tanners, Makers of Leather Belting and Leather Products
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The "HUMATIC" AMERICAN Hydro-Extractor



Absolutely Safe—No one can get near the rotating basket of the Humatic.

The Automatic Safety Cover must first be pulled down before the machine can start, and the cover cannot be raised until the basket has come to a dead stop—when

the HUMATIC lifts it automatically. This safety feature alone makes the HUMATIC a good investment. Let us tell you of the others—write today.

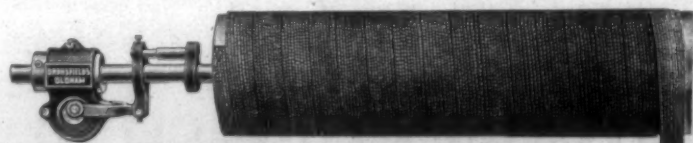
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Specialty Department N., Cincinnati, Ohio.

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Boston and
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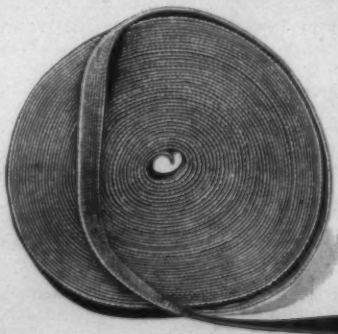


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Industrial Relations.

(Continued from Page 9)
textile enterprises is manifest, but we must avoid a conservatism without sympathy as well as a radicalism without sense if we are to escape a future without disaster. If industry as well as in social affairs we must reconcile ourselves to making hold and judicious use of the growing resources of our generation: material and intellectual. We are held back by fear, and fear is begotten of ignorance and uncertainty which reinforce one another and prevent progress. The remedy is a homely one—education, which begins at the top and permeates and informs all worth-while industrial relations.

(3) Employees' Representation.

The third and most recent element in modern industrial relations which calls for notice in this survey is Employers' Representation. The writer has devoted especial attention to it during the past four years in twenty-four New England and Western plants and mills employing 31,000 people of mixed nationalities and languages. Employees' Representation on a liberal, democratic scale with defined powers is the climax of good labor administration. It is the natural product of education in the mill and on the job, of the employer frankly telling his own people that which concerns their interests and as frankly receiving their impressions. Education always carries with it a hopeful penalty, namely, the call from enlightened employees for scope within the mill itself to be vocal, individually and collectively, about conditions not satisfactorily settled through the plant authorities over them.

Such a call is a wonderful and fruitful opportunity for the employer. It should be heartily welcomed by him and it is not inconsistent with or inhibitive of any external forms of mass action which portions of the workers may desire on occasion about specific economic issues affecting other bodies of workers as well as themselves. It simply ensures that every difference or issue of any one body of wage earners shall have at least the chance of settlement inside the plant according to mutually agreeable rules and with all of the workers represented. Such democratic recourse takes much of the heat and error out of controversies, some of which may go beyond it, and is often as illuminating to the employer as it is to the employees. It also provides a forum for the many individual and group issues which have no relation to employees of other plants but are nevertheless the keen concern of those affected.

Employees' Representation should not be confused, as it sometimes is in the press, with providing status for the employee in the management of the business. That privilege the employee of our day most certainly does not want, though it is assumed by many sociologists and has been wished upon him in a few cases by the employer. The wage earner, however, does sincerely seek status in his own plant about his own economic interests

and conditions. He does not wish to be compelled to go outside to get a hearing, and if that condition is perpetuated it will be the employers' fault.

The Psychology of the Wage Earner.

All successful industrial relations depend upon a true estimate of what is on the worker's mind. Whatever the programs put forth by the intellectuals and the radicals claiming, often without authority, to speak for the worker, the writer in nearly forty years' experience in plants and mills has found the wage earner to be essentially conservative, strictly self-regarding and out for information and reasonable treatment, rather than the possessor of a social theory which makes him unhappy. He wants to know a lot of things, most of which he can only get accurately from an employer who will be frank and will take the initiative. For the worker who continues from year to year in the same mill rendering in ignorance and growing prejudice a minimum of service, the employer is responsible.

The wage earner wants to know how things happen, why things happen, and how he can reconcile these happenings with his keenly felt limitations, and he is usually left to his imagination and the explanations of prejudiced and unreliable outsiders. He wants to count only when his personal interests are concerned and he is entitled to that privilege. He does not wish an important condition of his contract of employment changed to his disadvantage almost overnight by a type-written sentence with no previous explanation and no subsequent conference.

Such action, of course, must be the privilege of all responsible management and it is sometimes unavoidable but not often so.

It is rarely impossible to consult beforehand and, at the least, to give adequate hearing and explanation to protests or inquiries following any emergency action in the interests of the business. Organized employees' representation affords quick, convenient access to employee and employer and is steadily growing in favor with both and with the supervisors who represent the owners in the joint conferences.

The workman in the mill when he, or his elected representative, speaks untrammelled by the employer or by the business agent, asks for neither a new heaven nor a new earth. He is found to have numerous minor grievances, easy of adjustment, which hurt rather because of their steady neglect than from their urgency.

In the main the wage earner wants just five things. These are in the order of his desires: A steady job, adequate real wages; a good supervisor; an individual and collective voice in settling his conditions; and a chance to rise on its merits. These desires are ethical and reasonable. They express concretely what modern industrial relations well organized and wisely administered ought to provide, and what all employers who wish to make men, as well as things, will aim to secure through good policies and able and sympathetic management and supervisors.

If they do so, such progressive capitalism need have no fear of an inhospitable reception of its claims or lack of appreciation of its services by "the man in the street" who realizes that the leadership of a self-evidencing aristocracy of ability is indispensable and, who tests our institutions by two questions, namely, What are they for? and do they work?

A Challenge to the Mill Owner.

Mr. Albert Farwell Bemis, a past president of this Association, said in his "Self-Preservation; New England's Prime Industrial Problem." "Employers should persistently strive to raise the real, as distinct from merely the money, wages of the employees, and provide the workers with opportunities for self-development and self-expression for which modern industrialism has thus far left little room." And Vice-President Coolidge has warned us that "The world must look for something more than prosperity in the present situation. The individual must look for something more than wages and profits for his compensation. Unless this satisfaction can be found by proceeding in the way of right and truth and justice, the search for it will fail. This brings us back squarely to the foundation of western civilization, which asks not whether it will pay but whether it is right. There is no other foundation possible for the maintenance and support of a peaceful relationship between individuals."

The writer's experience is that only by supplementing the employee's other sources of information by organized representative contacts in the mill itself can the right and truth and justice of any personal issue or economic situation be made clear to him and to his employer and his immediate supervisors. Selling justice retail, in small parcels in each mill, for real or imagined grievances is at once an opportunity to enlighten the ignorant and to win the confidence of the prejudiced through mutual education and a square deal. In taking constructive measures to secure this confidence and a willing response—not the sullen peace of a forced settlement, the writer's experience is that each mill constitutes a unit by itself with its own history, personnel, human factors and special problems. There is no general solution, but neither is anything gained by the "watchful waiting" which has characterized much of the textile industry.

In addition, the technical men in the mill should not by official decree be burdened and worried with the organization stages of important new labor policies. What they need is service—expert study of conditions at each place followed by expert assistance in establishing and rendering self-activating the industrial relations measures found necessary and in satisfying the mill executives of their desirability and value. That can be done once for all and if it is well done, the mill agent, superintendent and supervisors will have an appreciated auxiliary to management put into their hands in working order, instead of what often seems to them a sentimental program of liberal generali-

ties which they have not the time, the experience or inclination to convert into practical realities. Capital owes this duty to management equally with its obligation to labor. If it fulfills both it will "make goods plentiful and men dear" through the revival of a genuine interest on the part of labor in the day's work, under inspiring leadership and self-respecting conditions.

Woolen Mills May Come South.

Atlanta, Ga.—If Northern woolen industries come into the South from New England, as reports received here hint that they may do, it will be because general conditions in the South are more favorable to the successful manufacture of woolen goods and not to get "cheap" labor, according to industrial leaders here. They can get cheap labor where they are, it is stated.

As pointed out here, there is cheap labor in the South, just as in the North, but there is this difference: Cheap labor in the North is foreign labor, much of it right from the most disturbed parts of Europe, and all of it ready at any time to cause trouble, whereas cheap labor in the South is native labor, faithful, hard-working labor, and it is cheap only in the kind of work it does, its work generally is well done but it is a work which cannot command higher pay.

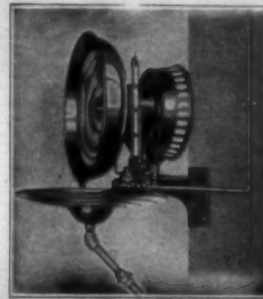
But there is in the South, industrial leaders here say, also an abundance of very efficient labor, highly skilled men and women whose work in the mills is equal to any found in New England, and there is skilled labor in the South which finds remunerative pay in steel and iron plants, and in a multitude of activities which call for labor of the better type.

There is in truth a difference between "low wages" and "cheap labor," as manufacturers here and in other sections of the State point out. Low wages are not uncommon in New England and "cheap labor" is not difficult to find here. New England cotton mills are coming South, but it is not because they hope to get "cheap labor." They can get that in the North.

They are coming South, manufacturers here say, because the logical place for a cotton mill is where the cotton is produced, because the climate in the South enables all-the-year work, whereas part of the time in the North climatic conditions greatly handicap operations and they are coming South because there is an abundance of good labor in the South, the kind they need and it is native labor which does not carry the germ of radicalism around with it.

New Textile Plant in Brazil.

A cotton mill is now being constructed at Rio Tinto, in the State of Parahyba, and is expected to be ready for operation by October, 1923. Plans have been perfected to establish another cotton mill at Santa Rita do Sapucahy, in Minas Geraes, and a silk mill is to be established in Barbacena, in the same State.—Assistant Trade Commissioner M. A. Cremer, Rio de Janeiro, March 21.



"Human inventions march from the complex to the simple and simplicity is always perfection."

—Dumas

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RIGID SIMPLICITY of BAHNSON Humidifiers denotes

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CLUTCHES

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Making Cotton Transparent.

A Swiss process for making cotton transparent has been patented in this country and assigned in part to a resident of Dedham, Mass. Certain transparent effects can be imparted to cotton by successive treatments of the cotton with reagents of different types and characteristics, having different actions upon cotton, and of which strong sulphuric acid and concentrated soda lye may be taken as examples of each type. To produce such effects the cotton is either treated first with strong sulphuric acid for a few seconds followed by treatment with strong soda lye or the cotton is treated first with strong soda lye and then with strong sulphuric acid for a few seconds. The concentration of the sulphuric acid is over 50 1-2 degrees Be. Transparent effects by these processes can be improved to some extent by preceding the initial step in each process with a treatment of the cotton with a reagent of the opposite type from the reagent used in the initial step of the process, that is to say, the first process consisting of a treatment with sulphuric acid followed by a treatment with soda lye is improved by preceding the treatment with sulphuric acid by a treatment with strong soda lye. Also the process consisting of the treatment with soda lye followed by treatment with strong sulphuric acid is improved by preceding the soda lye treatment with treatment with strong sulphuric acid.

In both processes the initial treatment with strong sulphuric acid or strong soda lye appears to operate to prepare the material and place it in a condition more favorable to the

successful operation of the subsequent treatments.

It has been considered impossible to obtain any reaction or effect upon cotton by successive treatments with reagents of the same general type, that is, by successive treatments with reagents having an action upon cotton similar to sulphuric acid. It is claimed that by the new process transparent effects of superior and improved quality may be produced upon cotton by successive treatments with reagents of the same general type but under different conditions of operation. The conditions of operation under which the cotton is treated with reagents of one type may be varied in several ways, for example, successive treatments of cotton with acids of different strengths followed by treatment with strong soda lye produced transparent effects upon cotton vastly superior to those produced by any of the processes heretofore known. Different reagents of the same type may be used in each of the successive steps but under different conditions of operation.

Instead of varying the strength of the reagents to be used in a particular treatment, the temperature may be controlled with or without variation in its strength. In general the effectiveness of a reagent is in large measure dependent upon its temperature. It is therefore possible to obtain desirable transparent effects by treatment with a reagent of one type at one temperature, treatment with the same reagent or a reagent of the same type at another temperature followed by treatment with a reagent of a different type. The conditions of operation may be varied in other ways.

The cotton fabric is dipped in sul-

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You can thread Vul-Cot
You can turn Vul-Cot

Three huge factories manufacture Vul-Cot Fibre and Vul-Cot Fibre parts—with three times ordinary facilities for speedy production and delivery. Let us confer with you about the use of Vul-Cot Fibre in your business.

National
Vulcanized Fibre Co.
Wilmington, Del.

A PURE SALT

UNEQUALED FOR DYE VATS
MYLES SALT CO., LTD. New Orleans, U. S. A.



GARLAND
LOOM PICKERS and
LOOM HARNESSSES
GARLAND MFG. CO., SACO, MAINE

phuric acid having a gravity below 50 1-2 degrees Be. The exact strength of this acid may be varied within reasonable limits. The cotton is left in this acid bath for approximately two minutes, after which it is removed, washed thoroughly and dried. The cotton is then dipped into a second sulphuric acid bath for four or five seconds, the strength of this second bath being preferably 54 degrees Be. After the cotton has remained in this second acid bath for approximately five seconds, it is removed and washed, and then mercerized in the usual way in a bath of soda lye above 15 degrees Be. During the process shrinkage of the material is prevented as much as possible so that the material is in a stretched condition.

The superiority of the transparent effects produced upon the cotton material treated in accordance with the present invention may be readily observed by comparison with fabrics treated according to previous processes. It is claimed that the fabrics treated according to the present invention are far more transparent, more even, and more silk-like.

Among the reagents having an action upon cotton similar to sulphuric acid, and which may be used with this process are phosphoric acid, hydrochloric acid, nitric acid or any mixtures thereof including mixtures with sulphuric acid, and also zinc chloride solution and ammoniacal solutions of copper hydrate. All of these reagents may be regarded as parchmentizing reagents.

Boiler Scale.

Water treatment to reduce its scale-forming properties is a fixture in almost every power station. Many surface type heaters are designed for this purpose. In large stations elaborate equipments are in use. The fuel saved by keeping the scale from boiler tubes is sufficient to pay for these installations. Skimmer or surface blow-off valves are a necessity in any boiler.

Good results in softening scale are sometimes secured through the use of kerosene and other refined oils. This treatment changes the deposits of lime from a hard scale to a friable material which may be easily removed. If the treatment is to be effective, kerosene should be introduced after boiler is emptied and washed, and the refilling should be effected from the bottom. If kerosene is fed into the boiler with the feed it may form a non-conducting film over the heating service.

While zinc is often introduced into boilers to prevent corrosion and scale formation, it does not as a matter of fact always accomplish this purpose, and it may even aggravate the trouble. The action of zinc is electrolytic, the theory being that a continuous flow of hydrogen is generated over the whole extent of the wet surface of the boiler. It is supposed that the continuous formation of the bubbles of hydrogen insulates the surface of the metal from the scale-forming substances. If there is a little of the scale-forming element it is precipitated

and reduced to mud; if there is considerable, a formed scale is produced which, however, does not adhere tightly to the surface of the metal and is consequently readily removed.

Knit Underwear Production Increasing.

Production of knit underwear is increasing, but is still considerably below that of March, 1922, the month in which the record production was made, according to statistics just issued by the Federal Reserve Board. The figures made public are for March, 1923, and show that production is well ahead of the February mark.

"Returns from 40 mills reporting for both February and March," the report states, "show increases of 27 per cent in production, 28 per cent in new orders, and 9 per cent in shipments. Shipments exceeded the number of new orders received, and consequently the volume of unfilled orders fell off from 1,786,935 dozen, reported by 41 mills on March 1, to 1,558,959 dozens on hand at the end of March, a decrease of 13 per cent."

Cancellations show a gain of 164 for March over February, in the monthly order and production report of the Associated Knit Underwear Manufacturers. Cancellations are listed as 6,779 for February, and 6,943 for March.

"Forty one producing mills reported that output during March was at the rate of 83 per cent," the report continues, "new orders 62 per cent, and shipments 96 per cent, of normal production for that month. The excess of shipments over production indicates a reduction of stocks."

"The output of summer garments showed a greater increase than did that of winter underwear over February, and totalled 317,468 dozens by 32 mills, as compared with 294,758 dozens for the same number of mills in February, and 363,652 dozens by 34 mills during last March. Winter underwear output equalled 275,552 dozens by 35 mills in March, 269,950 dozens by 38 mills in February, and 392,596 dozens by 36 mills during March, 1922. The greatest relative activity during March was in the production of men's underwear."

New Mill at Lexington.

A new cotton mill company has been organized at Lexington, N. C., by W. H. Mendenhall, C. A. Montcastle and Joseph Williams. The new company, which will be known as the Pooneemah Mills, has an authorized capital of \$300,000.

Piedmont Commission Co. Sold.

The Piedmont Commission Company, of Charlotte, was this week sold by William Anderson, receiver, to W. H. Belk, of Charlotte, the price being \$22,100. The sale includes the land, building and machinery of the company. The equipment consists of 150 looms that have been operated on towels, outtings and madras.



VOGEL

Frost Proof Closets

Over 300,000 giving satisfaction. Save water; Require no pit; Simple in the extreme. The most durable water closet made. In service winter and summer.

Enameled roll flushing rim bowls.

Heavy brass valves.

Strong hardwood seat.

Heavy riveted tank.

Malleable seat castings will not break.

SOLD BY JOBBERS
EVERYWHERE

Joseph A. Vogel Co. Wilmington, Del.



ALLIGATOR

Scientific
STEEL BELT LACING

There is Science in Belt Lacing

Alligator teeth penetrate lengthwise of the belt, leaving the long burden-bearing fibers intact. Each tooth clinches down over its group of fibers, compressing them so firmly that there is no internal friction and wear at the belt end. The sectional steel rocker hinge pin is the only metal pin that avoids wear to the joint.

Keep these vital features in mind when you buy belt lacing, for the cost of any lacing is nothing as compared to the cost of the belt on which it serves.

Sold at Wholesale and Retail
the World Over

**FLEXIBLE STEEL LACING
COMPANY**

4699 Lexington Street, Chicago
In England at 135 Finsbury Pavement,
London, E. C. 2



"Never
Lets Go"

We Want More Friends

We already count among our friends hundreds of mill men who first got acquainted with us through using our heddles.

But we want still more friends. We want others like yourself to write us, telling us about your loom troubles with the heddles you now use.

We designed the WASCO Standard Wire Heddle so that it would overcome all the faults of the average type.

First, we use nothing but the finest steel wire, heat-treated and tempered to just the right degree. Then we use unusual care in soldering and in the construction of the eye. The warp runs free and smooth through the eye of a WASCO Heddle.

Let us send you some samples to use on your looms.



L. S. Watson Mfg. Co.

Leicester, Mass.

BALTOBELT

Inspected Three Times

Every piece of Baltobelt is inspected three times—very completely and minutely.



is thoroughly tested and assurance of but the highest grade leather is a certainty. This accounts for the long life and strength of this belt.

Baltimore Belting Co.

Factory
Baltimore, Md.

Southern Branch
Spartanburg, S. C.

A full stock is carried at our Southern Branch. Write for prices and catalog.

Exports of Cotton Duck.

American exporters of cotton duck have been much concerned recently over what appeared to be unusually large exports of cotton duck to various consuming countries. A careful investigation of this subject has proven that for many months the figures showing exports to certain countries are almost double what the actual business has been.

The cause of this discrepancy has rested largely on the shippers themselves in inaccurately describing the commodity on the export declaration. For instance, very frequently, "osnaburgs," "cotton fabrics," "barber towels," "curtain materials," "doe skins," and "olive drab cloth" have been described and classified on the declaration as cotton ducks.

Every manufacturer and shipper is entitled to know the actual totals involved, and unless the continuance of these loose methods is promptly discontinued, intelligent handling and consideration of American duck markets abroad is almost impossible.

Manufacturers, commission houses and shippers are requested to describe ducks on the export declarations only in the following style:

Cotton duck, unbleached, or cotton duck, bleached, or cotton duck, colored.

For the benefit of the trade, the Cotton Duck Association of New York in conference with officials of the Department of Commerce, recently gave the following definition of cotton duck:

"Cotton cloth of plain weave in which either the warp or the filling or both, is constituted of two or more strands, either twisted or laid parallel (flat), and not weighing less than 6 1-2 ounces to the square yard."

For the purpose in mind, it is urgently requested that only those cloths which might properly be classified within the above be so described as duck on the export declarations.

In order to promptly consummate arrangements for accurate statistical returns, the following instruction has been sent to all collectors of customs:

May 3, 1923.

To: Collectors of Customs.

Subject: Export Classification of Cotton Duck.

Because of improper classifying, export figures of cotton duck have consistently shown exaggerated totals. In the figures of exports for February to Canada alone, the totals shown are almost double what they actually should be.

Only items described as duck, canvas, or tire fabric on shipper's export declarations should be coded under classes 3021, 3022 and 3023 of Schedule B.

Osnaburgs, cotton bagging, cotton fabrics, window awnings, etc., which have been classed in many cases as duck, should be coded under classes 3031 to 3071 as "Other cotton cloth."

Declarations which do not give a sufficiently detailed description to permit of correct classification under unbleached, bleached or colored, should be returned to shippers for correction. Exporters should be encouraged to insert in the column, Class No. of Schedule B, the proper

class under which the articles should be included.

For your information the Cotton Duck Association of New York has submitted the following definition of duck:

"Cotton cloth of plain weave in which either the warp or the filling or both is constituted of two or more strands, either twisted or laid parallel (flat), and not weighing less than 6 1-2 ounces to the square yard."

The greatest care should be exercised in securing proper classifications since accurately classified totals are vitally essential to intelligent propagation of our export trade.

JOHN HOHN,

Chief Division of Statistics.

Duke Will Build No New Plants.

Charlotte, N. C.—"We have made many careful and exhaustive estimates of the cost of building further plants and find it impossible to build at today's costs and earn a reasonable return on the investment at prevailing rates at which power must be sold. We appreciate the fact that power is important to the industrial development of our section and it is, therefore, with the keenest regret that we are forced, by conditions beyond our control, to make this announcement."

The above cryptic announcement by J. B. Duke, controlling head of the Southern Power Company, was made Saturday to the press, as an official proclamation explaining the attitude of the company in reference to the starting of new hydro-electric developments in this vicinity.

For some weeks the company has been contemplating the beginning of at least one, and perhaps two, new mammoth plants, and Mr. Duke has been in the city for three weeks, running over with engineers and auditors of the Southern Power Company, plant designs, estimates of contractors, tentatively made, to see if it was possible to build at this time at costs that would allow the company a fair return on the investment.

After making the abbreviated announcement Mr. Duke left for New York, where he will spend several weeks, the immediate purpose of his last visit to Charlotte being to see if it were possible to get the projects contemplated under way at this time. His statement was taken as final and emphatic as an answer to the company's present policy toward new construction. It was further interpreted as positively eliminating the company from the construction field until building costs come down.

The company had planned to build its next plants at Rhodhiss and another one, shortly thereafter, it is understood, not far from the Mountain Island station, although no announcement as to the latter has been forthcoming. To this end the company heads had all the blueprints made and had received tentative estimates of contractors as to the probable cost of the construction in mind. When, it was seen that they were high, as contracted with the costs of other plants beginning of the project was held up

temporarily and it was for the purpose largely of trying to devise some means by which his company might proceed with this phase of its work that Mr. Duke has been spending the past few weeks here, busily engaged at the office of the Southern Power and in conference with its leading executives. After an exhaustive research into the proposition, the announcement came from Mr. Duke himself Saturday to the effect that it would not be expedient for the company to proceed at this time.

Report on Hosiery Production.

Detailed statistics relating to production of hosiery for the years 1921, 1919, and 1914 have been issued by the Department of Commerce. This is the second edition and supersedes those issued under date of April 4 last. Certain minor corrections have been made in the 1921 figures; however, this report is preliminary and subject to such changes as may be necessary from a further examination of the original returns.

The total production of hosiery in 1921 was 80,185,965 dozen pairs, valued at \$290,707,876, compared with 84,645,757 dozen pairs in 1919, valued at \$308,662,377, compared with 75,164,911 dozen pairs in 1914, valued at 98,098,590. The production of hose increased from 1919 to 1921, but the production of half hose shows a substantial decrease during that period.

An analysis of the figures apparently shows the increasing popularity of full-fashioned hosiery, for the full fashioned figures for 1921 show an increase over those for 1919, whereas the total production of hosiery shows a substantial decrease during that time.

Full-fashioned hose shows an increase from 1919 to 1921, whereas seamless hose shows a slight decrease in production. With regard to half hose, both the full-fashioned article and the seamless article show a falling off in production during that period, but the percentage of decline in the full-fashioned product is considerably greater than that of the seamless product.

In general, the production of silk hosiery is increasing, all natural silk showing a distinct increase from 1919 to 1921 in both hose and half hose. The use of artificial silk, however, though it gained substantially in hose, shows a decline in 1921 in half-hose. Natural and artificial silk mixed with other fibers shows a slight increase in hose, and a slight decrease in half hose.

U. S. Dye Imports in April.

Washington, May 6.—Imports of coal tar dyes in April totalled 242,022 pounds, with an invoice value of \$256,751, according to the monthly report of the Chemical Division of the Bureau of Foreign and Domestic Commerce in collaboration with the Chemical Section of the Tariff Commission.

This compares with 179,309 pounds valued at \$185,344 (an incomplete report) for January; 191,709 pounds valued at \$199,640 for February and 312,809 pounds valued at \$301,436 for March.

Of the total quantity imported last month, 42 per cent came from Switzerland, 37 per cent from Germany, 18 per cent from Italy, 2 per cent from Canada and 1 per cent from England, according to the calculations of W. N. Watson, color specialist of the Tariff Commission. Switzerland led for the first time in 1923, indicating that the Ruhr occupation has not seriously affected the supply of raw materials for dye manufacture in Switzerland. Prior to the war, Switzerland depended almost exclusively on Germany for these materials. Official statistics for 1922, however, show that the Swiss imported crudes and intermediates from France, Great Britain, Poland, Italy, Czechoslovakia, the United States and Germany.

The dyes leading in quantity imported in April were Xylene light yellow, Diaminogene blue, Patent blue (No. 543), and Diazamine blue BR.

The statement groups the dyes by Schultz numbers or by classification according to ordinary method of application, vat dyes being reduced in nearly every case to a single strength basis. Wherever possible, the dye has been identified also as competitive or non-competitive under the new tariff act.

C. C. Concannon, chief of the chemical division of the Bureau of Foreign and Domestic Commerce, and Dr. Watson of the Tariff Commission, and their assistants, issued this report in record time after the close of the month.

Pontacyl Light Yellow 3G.

An acid yellow of a bright greenish shade, especially noted for its excellent resistance to light, has been developed by E. I. du Pont de Nemours & Co., according to an announcement made by the company recently. It is known as Pontacyl Light Yellow 3G. Because of its excellent leveling properties, it can be added to the boiling bath for shading. The company states that this dye may be used either as a self shade for bright lemon yellows, or in combination with other colors having similar leveling properties for fancy and mode shades on yarns and piece goods for women's wear.

The development of the dye is regarded as important since this is one of the products which had been brought into this country from Europe in important quantities. It is made available now for American manufacturers as a native color.

Its fastness to light and good penetration make it suitable for use in combinations for dyeing fur and wool felt hats.

The company states that it is an excellent color for dyeing pure and tin-weighted silks, the shades being very fast to light. It also resists scrooping.

Cotton and artificial silk effect threads are left clear; silk effects are stained somewhat.

On account of its good solubility and bright, clear shade, Pontacyl Light Yellow 3G is an important color for laces, being well adapted for use in the manufacture of printing and lithographic inks.

On paper, it is suitable for dipping, cutting and calender coloring.

United States Leads in Barbados Cotton Goods Market.

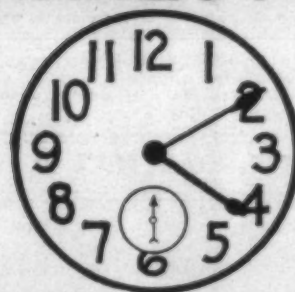
The United States leads in the cotton goods market of the Barbados, British West Indies. During 1921 out of a total of 1,823,497 yards

imported 1,051,111 yards came from the United States, while 772,382 yards came from the United Kingdom.—Consul J. C. Watson, Barbados, British West Indies, February 27.

NEW TRAIN

(BEGINNING APRIL 29, 1923.)

No 34 LEAVES CHARLOTTE



4:10 P.M. EASTERN TIME

ARRIVES PHILADELPHIA

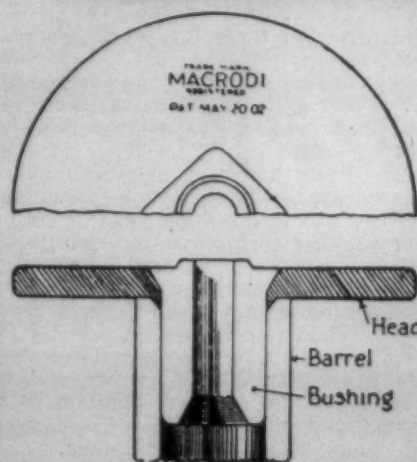
6:53 A.M. EASTERN TIME

ARRIVES NEW YORK

9:15 A.M. EASTERN TIME

**SOUTHERN RAILWAY
SYSTEM**

**CITY TICKET OFFICE
207 WEST TRADE ST.
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20**



The Macrodi

FIBRE HEAD WARP SPOOL

after fourteen years of the hardest mill use has demonstrated that it is

Durable — Economical

Write for particulars of the added traverse with corresponding increase in yardage—an important feature of this spool. Prompt deliveries in two to three weeks after receipt of order.

MACRODI FIBRE CO.
Woonsocket, Rhode Island

SOUTHERN TEXTILE BULLETIN

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Contributions on subjects pertaining to cotton, its manufacture and distribution, are requested. Contributed articles do not necessarily reflect the opinion of the publishers. Items pertaining to new mills, extensions, etc., are solicited.

ADVERTISING

Advertising rates furnished upon application.
Address all communications and make all drafts, checks and money orders payable to Clark Publishing Company, Charlotte, N. C.

THURSDAY, MAY 10, 1923.

A Serious Situation.

The textile industry is facing a serious problem and one that should be most carefully considered.

It is not the decline in the price of cotton but the fact that Washington politicians in co-operation with big cotton speculators can within the space of a few weeks completely disrupt the course of business in the textile industry and change a period of moderate prosperity into one of absolute stagnation of buying.

Several weeks ago a well known financial writer called attention to the fact that the Harding administration was opposed to a boom this year because they feared it would be followed by a depression in 1924 that would prevent the re-election of Harding. He said that it was the purpose of the administration to check the rise in prices so that there would be a reaction followed by a boom in 1924 that would benefit them politically.

Very few believed his statement but the course of events since then certainly seem to sustain his view.

Whenever any statement has been needed to assist the bear side or any special report it has been promptly furnished by men prominent in administration circles and so active has been the Department of Agriculture as to lead to the open accusation that some officials of that department have been speculating on the bear side.

As each month has rolled around since last October there have been opportunities for cotton corners but none have resulted and it has been generally understood that the Federal Trade Board had warned the big speculators against corners.

Now Livermore and his associates have by selling over a million bales of futures put cotton down more than six cents per pound without protest from the Federal Trade Board and at every stage of the bear raid he has been assisted by reports and statements from administration circles.

Politicians are the same, no matter to what party they belong and if the Democrats were in power they would be doing just as much to insure their re-election as the Republicans are said to be doing.

The textile industry should not have to suffer through the efforts of either politicians or speculators and no industry is safe that can suffer such a manipulated set back as has occurred during the past few weeks.

July cotton is worth more than 24 to 25 cents when the mills are facing an absolute scarcity during the summer months.

October cotton is worth more than 23 cents when there is no assurance that the crop now started will not suffer from bad weather and boll weevils.

There is undoubtedly a large acreage but everywhere farmers have overplanted and with a shortage of labor will not be able to properly cultivate their fields. The mills who have cotton bought for summer delivery are feeling sick but because cotton futures sell at 24 cents in May there is not necessarily any loss in cotton bought for July and August delivery and unless we have perfect weather prices will go back to approximately their former high level.

The ghost of 1920 seems to ever arise but there is a vast difference between 1920 and 1923.

In 1920 everybody had overbought, every mill had stocks of goods and there was a 9,000,000 bale surplus of cotton.

There has been no overbuying of cotton goods or cotton yarns and we are facing a shortage of cotton together with grave uncertainty relative to the 1923 crop being large enough to meet the requirements of consumption.

When the big cotton speculators have taken profits upon the million bales they sold shorts we will be able to see the real situation more clearly and confidence based upon sound conditions will return.

We have, however, seen the abil-

ity of politicians and speculators to disrupt the course of business in the textile industry and we realize that while such conditions exist the industry does not occupy a position of safety.

Harding, Wilson, Daugherty, David Clark and the Devil.

If we had to pay for all the space that the Charlotte Labor Herald devotes to the Southern Textile Bulletin and David Clark we would be as "busted" as the aforesaid Labor Herald was a few months ago.

The following is an effusion by one of the writers in last week's issue:

"Harding is the only president that ever acted as a strike-breaker and Wilson is the only president that ever visited the Pope of Rome. Harry M. Daugherty is the only attorney general that ever brought an injunction against strikers. David Clark is the only editor that will never tell the truth on the union, and the Devil is the best fellow of the bunch."

We have too much regard for loyalty to criticize the writer for giving first place to his friend.

Urges Activity of Chinese Commerce Chambers.

Hon. Joseph R. Leeson, founder and president of the Universal Winding Company, Boston, Mass., completes a visit to China this week, which is part of a round-the-world tour he has been making. Speaking during the week at the Union Club of China, Mr. Leeson urged the Chinese business men further to develop their chambers of commerce and business guilds and make them ever a more vital factor for good government in China.

As president of the Boston Merchants' Association for a number of years, and prominent in many movements for civic improvement, such as commissioner for Boston harbor development, member of the Governor of Massachusetts' Council, an ardent worker for the China Trade Act, etc., etc., Mr. Leeson appreciates the power business associations of China can wield. In them he sees China's greatest hope today for establishing a stable government.

Mr. Leeson is British-born, having gone to America when a young man to engage in the manufacture of linen thread, which he had been doing in England. Back in the '90's, he saw the need for perfecting the processes for winding thread for delivery to sewing machines. Within three years, such success had been achieved that Mr. Leeson abandoned the manufacture of thread and went into the manufacture of winding machinery.

Today the Universal Winding Company makes machinery for winding every sort of fabric and wire for every conceivable purpose. Universal Winding machines are scattered all over the globe, and Mr. Leeson states that the demand and output have never been so great as at present.

Mr. Leeson sees a great develop-

ment of the cotton industry in China, and is inclined to believe the statement made to him in India that in the future, China would be first in cotton, India second and the United States third, with the rest of the world together, a poor fourth.

—Weekly Review, Shanghai, China.

Visit Gaston Mills.

Gastonia, N. C.—Following a 40-mile drive over part of Gaston County's representative textile settlements, in company with Misses Fay Davenport, county superintendent of public welfare, and Miss Nell Pickens, county home demonstration agent, at the head of the community welfare work in Gaston County; Clarence Ousley, prominent Texan, formerly a director of United States extension work and an assistant secretary of agriculture under Woodrow Wilson, returned to Gastonia much enthused over Gaston County and the unparalleled development of the textile industry he saw here.

"There's nothing like it in the United States, so far as I know," he declared to the newspaper representative, as he finished a tour of Cramerton, one of Gaston's model communities, under the personal supervision of Stuart W. Cramer, the town engineer and builder and textile magnate. "You are fortunate in three things," said Mr. Ousley, "in Gaston County. They are the extraordinary character and foresight of the pioneers in Gaston County, in that they built small and expanded as they grew, not taking on too much to start with; second, the character of the native labor and the proximity of its sources to the mills, and third, the sympathetic and kindly attitude of mill executives toward welfare work among the employees."

Beginning with the Jenckes Spinning Company's gigantic plant, Mr. Ousley was shown through the community house, where classes in cooking and home nursing were in progress, and where dozens of small children were playing around under the supervision of nurses while their mothers were at work in the mill. He saw hot and cold shower baths, comfortable reading rooms, equipped with the latest magazines and newspapers, nurses, hospitals and first aid stations, play grounds with full equipment of apparatus, swimming pool, tennis courts, etc.

American Cotton Stock Is 6,039,000 Bales.

Washington, May 8.—Stocks of American cotton on hand April 1, the Commerce Department estimated today, totalled 6,039,000 bales, while the total world stocks of cotton on the same date amounted to 12,010,000 bales.

During the eight months ending April 1, the Department estimated consumption of American cotton at 9,021,000 bales, and world consumption from all sources at 15,281,000 bales. On July 31, 1922, stocks of American cotton were estimated at 5,123,000 bales and the world's stocks at 9,536,000 bales. It was also calculated that 1922 production of American cotton amounted to 9,937,000 bales and that world production was 17,750,000 bales.

Personal News

George Fisher has been promoted to night overseer carding at the China Grove Cotton Mills, China Grove, N. C.

C. E. Farmer, of Belmont, N. C., is now overseer of spinning at the Clyde Cotton Mills, Newton, N. C.

J. W. Walters has resigned his position at the Knoxville Cotton Mills, Knoxville, Tenn., to become overseer of carding and spinning at the Newton Cotton Mills, Newton, N. C.

J. M. Short has resigned as overseer of carding at the Roanoke Mills No. 2, Roanoke Rapids, N. C., to become superintendent of the Oneida Mills, Graham, N. C.

J. R. Bragg has resigned as overseer carding at the Lavonia Mills, Lavonia, Ga., and accepted a similar position with the Payne Mills, Macon, Ga.

A. C. Fennell, superintendent of the Industrial Cotton Mills, Rock Hill, S. C., who recently underwent an operation for sinus trouble at the Charlotte Sanatorium, has recovered sufficiently to return to his home.

Lestershire Spool and Mfg. Co. Opens Southern Office.

The Lestershire Spool and Manufacturing Company, of New York, has opened a Southern office at 32 South Church street, Charlotte, N. C. This office is in charge of L. E. Wooten, vice-president of the company.

Lestershire Spools are already well known to Southern mills and the Charlotte office was opened in order that the company may better serve the mills in this territory. All inquiries from Southern mills should be directed to the Charlotte offices, where they will be promptly handled.

Link-Belt Pittsburgh Office Moves.

Notice has recently been received of the removal of the Link-Belt Company's Pittsburgh branch office from their old quarters at 1501 Park Building to their new and more commodious offices at 335 Fifth avenue. T. F. Webster, manager of the Pittsburgh office, says that larger space and the more convenient location was imperative because of the extraordinary volume of business transacted during the past year and which promises to remain in full swing at least for the coming fiscal year.

\$2,000,000 Mill Erected at Canton.

Canton, Ga.—Another large manufacturing industry is soon to open in Canton. Grading has been started for the building of a new cotton mill which will be erected just north of Canton across the Etowah river, and about three-quarters of a mile from the Canton Cotton Mills

on the Canton-Ball Ground State highway. It is understood that an outlay of more than \$2,000,000 will be required to erect and equip the mill. The personnel of the new mill will be composed of the present stockholders of the Canton Cotton Mills.

Canton is growing with an unprecedented rapidity and is destined to become one of the largest manufacturing centers of North Georgia.

New Dupont Sulfur Color.

Wilmington, Del.—E. I. du Pont de Nemours & Company announce the development of a sulfur color of a reddish navy blue shade, known as Sulfogene Direct Blue B Concentrated. The Company's announcement states that it possesses the unique property of yielding full shades without oxidation and has the usual good fastness properties of other Sulfogene blues. It may be applied equally well on raw stock, yarns, pieces, etc., and is also well suited for dyeing artificial silk. The announcement states that it may be rinsed without steaming, which is of special advantage when dyeing piece goods in the jig.

A Solution

No doubt the perplexing problem of your gloss painted and enameled walls, ceilings and woodwork presents itself at this season of the year for solution.

Perhaps you have not realized that the difficulty resolves itself into the simple matter of doing away with expensive repainting costs by cleaning with

WYANDOTTE DETERGENT

Hundreds of mill owners have adopted this plan with the most satisfying results. They have discovered that dirty paint is not worn out paint, but that with the right materials it can be cleaned as easily as a collar can be washed.

Wyandotte Detergent is especially made to clean such surfaces and it cleans them quickly and easily at a mere fraction of repainting costs.

Moreover, it is guaranteed not to scratch or injure the most delicate gloss painted or enameled surface.

Ask your supply man.



The J. B. FORD CO., Sole Mfrs.,
Wyandotte, Michigan

Bleached Goods!

(Selling Points No. 42)

Why cut Prices?

anybody can do that.—

Not everybody can put out better bleached goods.

Therefore Solozone-processed cottons are sold without cutting.

They are permanently white without being weakened in the bleach, besides soft and clastic.

Bleaching advice free to mills.

The Roessler & Hasslacher Chemical Co

NEW YORK

Bobbins and Spools

True-running
Warp Bobbins
a Specialty

The Dana S. Courtney Co.
Chicopee, Mass.

Southern Agt, A. B. CARTER, Gastonia, N. C.

MILL NEWS ITEMS OF INTEREST

Lincolnton, N. C.—The Rhodes-Rhyne Manufacturing Company, a new concern which will erect a cotton mill here, has been organized with the following officers: D. P. Rhodes, president and treasurer; D. E. Rhyne, vice-president, and Paul Rhodes, secretary. The officers, who are the principal stockholders, with J. E. Sansler, P. L. Sigmon, E. I. Mosteller and C. L. Rhyne, compose the board of directors. Details of the new mill have not yet been announced.

Birmingham, Ala.—Announcement is made by the Avondale Mills Corporation that its plants at Alexander City and Sycamore, Ala., will be improved and increased in size this year, the plans being put into execution now. The annual value of products of the Avondale Mills is placed at \$15,000,000 and the annual payrolls are \$2,000,000. Donald Comer, son of B. B. Comer, and vice-president of the corporation, is in actual charge of the management of the company. Employment is given to 2,500 men, women and girls.

Spartanburg, S. C.—That the Southern branch of the Appleton Mills Company will not be located at Thermal City, N. C., where the company has secured options on a tract of land, is announced by the Rutherfordton (N. C.) Sun, which carries the following with reference to the Appleton Company:

"The options on the land have run out and have not been renewed by the Appleton Mills, of Lowell, Mass., at Thermal City. This means that the big mill will not come there. Many think the mills of Massachusetts were only bluffing the Legislature of that State into certain laws that they wanted passed, while others think that they will locate elsewhere, or buy some mills already located in the South.

Opp, Ala.—Opp will soon have another cotton mill, which will be named "Nicolas Cotton Mills," and will have 7,200 spindles and 190 looms.

The machinery has been bought something like thirty days.

The site has been purchased and the location of the mill has been decided upon by the engineers, Roberts and Company, of Atlanta, Georgia.

The mill will be modern in every respect and, of course, will be of material benefit to this entire section.

Bids for the new mill building will be solicited in the next ten days and the mill will be completed during the early part of the fall.

The incorporation papers will not be filed for possibly sixty days, but all financial arrangements have been made, and the money for the site for the mill and for the present outlay of expenses will be taken care of by some of the persons largely interested in the enterprise.

The officers will be elected at an early date.

Rutherfordton, N. C.—The Stone-cutter Mills will soon begin the erection of an addition which will double the present capacity of the mill. The new addition will be at the north end of the present plant. It will be 175 feet wide and 400 feet long. This will add 504 looms to the mill, making a total of 1008 looms in the entire plant when completed. When completed it will be the largest mill in Spindale and one of the largest of its kind in the country. It makes fine dress gingham. Everything possible will be done for the comfort, safety and prosperity of the employees.

Greenville, S. C.—The Manchester Shirt Manufacturing Company, the first industry of its kind in Greenville, is now being organized and it is planned to start operation within sixty days. Much stock has already been subscribed, and books of subscription will be opened here Monday. The factory will largely use cloth manufactured in this city and section.

Organizers of the new enterprise are W. M. Fair, J. C. Fair and M. B. Watson.

The capital stock of the company will be \$25,000, divided into 500

shares of the par value of \$5 each.

The factory will begin on a moderate scale, but it is hoped and believed that it will rapidly develop and necessitate expansion. A good quality of serviceable dress shirts will be manufactured.

No site for the plant has yet been chosen. The organizers have been looking over similar plants in Chester and Atlanta in order to get data as to building and equipment.

Greenville, S. C.—Approximately \$200,000 in new houses for workers at the Simpsonville and Liberty plants are planned for immediate construction by the Woodside Cotton Mills and contracts for the dwellings, 75 at Simpsonville and 35 at Liberty, a total of 110, was let to the William Goldsmith Company.

The Goldsmith Company will move its forces from Lockhart and Clinton, where they are now engaged on large contracts, 100 houses at Lockhart and about 40 at Clinton, to Simpsonville and Liberty for the new work within a few days. The Lockhart and Clinton jobs are almost completed.

The new houses are to be of modern type and construction and will present a handsome appearance

when completed. Some will be of four rooms and some of six.

No plans for plant expansions at either of the mills have yet been announced by the Woodside Company other than those 110 new houses.

Greenwood, S. C.—A contract calling for the erection of a four-story building as an addition to the Grendel Mills has been let to Mauldin and Chapman, at Greenwood, contracting firm, according to announcement made Saturday at the offices of J. E. Sirrine Company.

It was roughly estimated that the cost of the addition would be about \$130,000.

The addition to the mill will add 75,000 square feet of floor space, allowing enough floor space to install enough machinery to increase the already large productive capacity 25 per cent.

The addition will be of regular mill construction material, brick and heavy timber and modern in every detail. Besides allowing space for additional machinery the extension of the plant will make possible the rearrangement of the present machinery, making easier work for the operatives.

It is understood that work on the addition will begin at an early date and be pushed through to completion as rapidly as possible.

Greenville, S. C.—The capital stock of the Dunean Cotton Mills, one of the largest textile plants in this part of the South, will be increased from \$1,750,000 to \$2,350,000 as a result of a vote by the stockholders at a meeting held last week, it was announced last week by R. E. Henry, president of the mill. The increase will be made to retire a large block of old preferred stock and to finance the construction of additions to the plant, under way and contemplated.

The new issue of \$1,000,000 will be seven per cent cumulative preferred stock, carrying a provision for quarterly payment of dividends and will go at \$100 per share and accrued dividends.

A total of \$600,000 of the new issued will be used to retire outstanding preferred stock and the remainder will be used to finance the addition of a large weave shed and twister building to the mill and more than 300 operatives cottages. The weave shed and twister building will house 600 additional looms and approximately 15,000 twister spindles. When completed the mill will have a total of 1,800 looms and approximately 66,500 spindles, increasing the present producing capacity 50 per cent.

The present common stock of the mill is \$813,900, which will be increased to \$1,350,000.

A veritable hum of activity is now going on at the Dunean Mill, work on the twister building, weave shed and scores of cottages being all under way.

The mill manufactures poplins,

The most encouraging sign of modern progress is the constant introduction of new and better ways of doing things.

Perfectol Lubricant is a reflection of modern progress. It represents the nearest approach to perfect lubrication for textile machinery yet attained.



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UNIFORM**

**THE MODERN LUBRICANT
FOR THE MODERN MILL**

U. S. OIL COMPANY
Main Office and Works, Providence, R. I.
Southern Warehouses
Atlanta, Ga., and Greenville, S. C.

shirtings, various fancy striped goods, silk and mixed and a long list of standard textile products.

Charlotte, N. C.—A knitting mill to turn out full fashion silk hosiery for women is to be the type of the new knitting company which has been organized here by stockholders of the Charlotte Knitting Company, announcement of whose plans were made some time ago. The new company is to be known as the Nebel Knitting Company, according to the charter that has been granted by the North Carolina Secretary of State. The authorized capitalization is \$200,000.

William Nebele, general manager of the Atlas Silk Hosiery Company, of Paterson, N. J., is one of the large stockholders in the new company and the company is named for him. The organization is promoted by stockholders of the Charlotte Knitting Company, whose officers are: Charles L. Okey, president; R. J. Walker, vice-president, and J. H. McEwen, secretary-treasurer.

At first the company will be located in a building at South Boulevard and Kingston avenue, near the Charlotte Knitting Company. The plans of the company include the erection of new building when the business expands sufficiently to justify it.

The Charlotte Knitting Company, is now operating at full capacity and the entire output is sold, officers of the company say, until September. With 150 workers employed, the plant is running day and night and 600 to 700 pairs of hose are turned out each day.

Concord, N. C. — Announcement was made here of the organization of a new knitting mill for this city, and coincident with the announcement of the organization of the company came the statement from the officers that the company probably would be in operation by July 1.

The Concord Knitting Company is the new textile organization and the officers are:

Alex R. Howard, president; L. M. Richmond, vice-president; and A. R. Hoover, secretary and treasurer.

The company has an authorized capital of \$100,000. In addition to his duties as secretary and treasurer, Mr. Hoover will also be the active manager of the new company.

The company will manufacture ladies' fine gauge silk hosiery and when completed the plant will have a capacity of about 2,000 dozen pairs per week.

The building formerly used by the G. H. Y. Hosiery Mill will be

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93 WORTH STREET NEW YORK

Selling Agents

Representing Leading

COTTON MILLS

FABRICS FOR THE JOBBING, EXPORT AND CUTTING-UP TRADES.

used by the new company. All of the machinery to be used by the new concern will be new and modern, however, and no equipment of the G. H. H. Company except the building, will be used by the Concord Knitting Company.

Macon, Ga.—The capital stock of the Bibb Manufacturing Company, making tire fabrics, twines and cotton yarns, was increased Saturday, at a meeting of the stockholders, from \$7,500,000 to \$10,500,000, or \$3,000,000, and an amendment to the charter was applied for allowing the company to increase the capital stock to \$25,000,000.

A dividend of 33 1-3 per cent, which was recommended a month ago by the board of directors, was also approved, officials of the company and stockholders said this week. W. D. Anderson, president of the company, made public the authority given to increase the capital stock.

It was explained that by the increase of the stock from \$7,500,000 to \$10,000,000, every stockholder having three shares will receive another share with the increase. The amendment to the charter will be applied for immediately, and the increase made as soon as possible.

Fort Payne, Ala.—Crowded conditions in the hosiery mills of W. B. Davis & Son have forced the management to secure a storeroom downtown in which to install needed machinery. The winding department of the mills has just been installed in the opera house block and will employ about fifteen operatives. The Davis mills have been growing continuously for several years and are now engaged in constructing a branch plant in Tuscaloosa. Branch mills are already in operation in Gadsden and Atalla. The company is capitalized at \$400,000, being owned principally by W. B. Davis and his son, Robert E. Davis, of Chattanooga.

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They are lighter and stronger, made of perfect 3-ply Veneer Packing Case Shooks. A saving of 20 to 30 pounds in freight on every shipment because of extreme lightness. Stronger than inch boards, burglarproof, waterproof and clean. Write for prices and samples. Convincing prices—Quick service.

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must be one that for simplicity with great capacity and economy in maintenance produces uniformly such conditions that may be determined for the different requirements of the work. In the American Moistening Company's method of humidifying, all such requirements are GUARANTEED.

Our COMINS SECTIONAL HUMIDIFIERS
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Are all STANDARDS OF MODERN TEXTILE MILL EQUIPMENTS.

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TEXTOL, A new product especially for Print Cloths. A complete warp size, requires no addition of tallow



TRADE MARK

Tallow, Soluble Grease, Soluble Oils, Gums, Glues, Gum Arabol, Lancashire Size, Waxes, Finishing Pastes, Soaps, Glycerine, Ready-made heavy Size, Sago and Tapioca Flours, Dextrines, China Clay, Soluble Blue Bone Grease, Bleachers' Blue.

SPECIAL COMPOUNDS FOR WARPS, WHERE STOP MOTIONS ARE USED.

WEIGHTING COMPOUNDS FOR COLORED AND WHITE WARPS. FINISHING COMPOUNDS FOR ALL CLASSES OF FABRICS.

The Arabol best grades of cotton warp sizing compounds make the "finest weaving and will hold the fly."

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Incorporated 1914

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Write or Telegraph for Quotations

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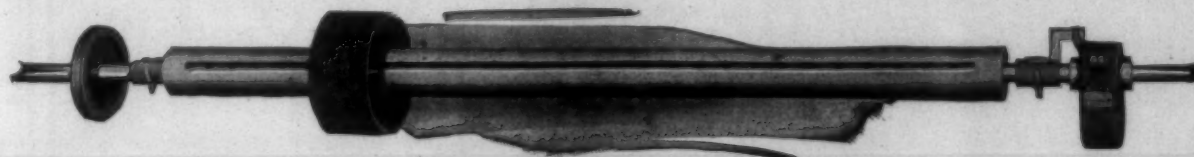
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ALL SIZES FOR ALL PURPOSES
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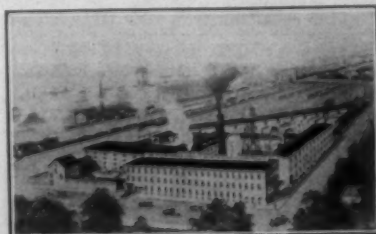


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NOTE our New Factory Additions and Improved Facilities for
Manufacturing Our

"HIGH GRADE"

Bobbins, Spools and Shuttles

Correspondence Solicited

Catalog on Request

Yarns Lower in East.

New Bedford.—Frederick B. Macey & Co. say in their weekly yarn letter:

"With raw cotton continuing downward and yarn prices becoming lower and lower each day, trading in cotton yarn markets was necessarily very limited during the past week. Some consumers find themselves in the position of having to close their mills unless they get more yarn at once and the business of the past week has come almost wholly from such quarters. Purchasing in many cases has been postponed to the last possible moment in the hope of getting still lower prices and the result is that most of the reorders have been accompanied by rush delivery directions often with a request to send along the first shipments immediately by express.

"Active production in the South has not been slackened soon enough by the spinners and unsold stocks are beginning to assume uncomfortable proportions in some cases. The result has been some savage slashing of prices on Southern yarns, both combed and carded, but these low figures have been confined as yet to comparatively few quarters, mostly among commission houses.

"Eastern yarns are soft to firm bids, but normal quotations are little changed and business, though following along in small quantities, has been pretty dull.

"Weavers have been the chief buyers of the week, with very little activity in knitting yarns. Both braid and narrow fabric mills are buying in a very small way, but thread yarns and wire yarns have been stagnant and fine yarns also flat for the moment."

New Automatic Stop Motion for Spinning Frames.

An automatic stop motion for spinning frames, whereby the actuating mechanism is automatically stopped when a predetermined quantity of yarn has been wound upon the bobbins, has been invented by T. B. Stevenson, superintendent of Henrietta Mills, Forest City, N. C. The device may be applied to spinning frames of various forms without material structural change. It stops the bobbins before they get too full and run over, thus saving considerable waste and eliminating the possibility of making seconds (caused by defective bobbins) and roping off the filling in cloth.

The device is now being successfully used in the Henrietta Mills. It has been patented, and the patent office circular takes up nearly four pages of closely printed matter telling about it.

German Artificial Silk Production.

Recently published statistics show that in 1922 Germany produced 6,000,000 kilos of artificial silk. The average monthly production at the beginning of the year was 350,000 kilos, but by the end of the year it had reached 600,000 kilos. The export amounted to 450,000 kilos. The average monthly export at the beginning of 1922 was 100,000 kilos, but it had risen to 200,000 kilos per month by the end of the year.—

Consul E. Verne Richardson, Berlin, March 27.

Assistant Trade Commissioner B. B. Sjøfford, Jr., Calcutta, March 2.

It is probable that in the near future imports of American cotton into India will be restricted to the single port of Bombay. Such a restriction has the approval of the Bombay and Madras Chambers of Commerce as a measure for the prevention of the introduction of the American cotton boll weevil.

Electrician.

Wanted—First-class cotton mill electrician. Good place for right man. Address G. C. Head, master mechanic, Fieldale, Va.

Overseer Spinning Wanted.

Want overseer spinning for 11,000 spindle mill on colored goods. Must be A-1 man who understands mock stripes and tints of various shades. Must be able to make proper lay on warper for stripes and mixed sets. No ladies man or timekeeper wanted. Give all references in first letter. Address M. F., care Southern Textile Bulletin.

To Southern Cotton Manufacturers:

We need your help in placing the large number of Southern men who are sending their applications to us for positions as superintendents and overseers. They are men born in the South and experienced in Southern mills; familiar with native help and working conditions. Some are unemployed, others working in minor positions and worthy of better jobs.

The Charles P. Raymond Agency was established in 1906 and incorporated in 1916 and has always done business in the South as well as all other textile manufacturing sections of the United States, but just now there is an unusually large number of applicants from the South and we want to hear of more positions to be filled. These men have been thoroughly investigated as to character and ability and by considering their applications you assume no obligation or expense.

Yours for service,

Charles P. Raymond Agency, Inc.
294 Washington Street,
Boston, Mass.

Position Wanted.

Wanted—Position as overseer of carding or spinning. Have twelve years' experience as overseer. Can furnish good reference and can change on short notice. Address P. J. S., care Southern Textile Bulletin.

Band Master.

Wanted—Bandmaster to teach Band and work in cotton mill. Good salary paid for teaching in addition to what is made in mill. Address: C. N. Harris, Box 408, Greensboro, N. C.

UNIFORM IN APPLICATION**Victrolyn**

A dependable assistant in sizing Cotton Warps

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Tested for Economy**Our Special 142 Floor Sweep**

Clean floors is a problem that deserves attention. They are necessary both for efficiency and production.

Nevertheless keeping floors clean is expensive. Any method that will reduce this expense is worth consideration.

Our No. 142 under actual working test has proven to many Cotton Mills its economy over brooms both in labor and lasting qualities. One 142 will outlast under test—four brooms. Because of its shape and size. One man can do as much work with a 142 as three men and three brooms can do.

It is built with just the right combination of fibre and tampico to sweep up all lint and it will keep floors cleaner at less expense than any other method you can use.

SPECIFICATIONS

No. 142 SWEEP—This sweep is made on a polished wood block flared well at ends. It has a center of strong and durable fibre and tampico around the outside. Made light and easily handled. Made in lengths of 14, 16, 18, 24, 30, 36 and 48 inches. Order by length.

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Over the leather system before placing orders for new machinery, or if contemplating an increase in production, have them applied to their old machinery. It is applied successfully to the following carding room machinery:

Railways	Detaching Roll for Combers
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Last Longer, Make Stronger Yarn, Run Clear, Preserve the SPINNING RING. The greatest improvement entering the Spinning room since the advent of the HIGH SPEED SPINDLE.

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Delivery after May 1. Attractive price will be made. Clipper Looms, Crompton Looms, fine Index double Lift Jacquards, Dobbies, Draper Looms, Winders, Beams, Warp Splitter, Shear, Baling Press, Measuring machine, Waxing machine, Warp Sizing machine, Dryer, cans, Card Lacer and Royal Repeater, Engines, Boilers, Motor Shafting, Pulleys, Belting and accessories. Mill now in operation. Will close, owner wishes to retire.

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Gum Tragasol Agglutinates

the fibres of the yarn—cotton, woolen or worsted which-ever it may be—and prevents waste of good materials by eliminating flyings.

Gum Tragasol is Cheaper
than either wool or cotton, therefore, its use is a distinct economy.

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We guarantee our disinfectant to meet any government specifications. We manufacture them ourselves, and do not fill them with rosin or other cheap fillers. Get our prices. They will surprise you.

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The Largest Manufacturers of Loom Harness and Reeds in America

Loom Harness and Reeds

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Use Dixon Patent Stirrup Adjusting Saddles, the latest invention in Saddles for Top Rolls of Spinning Machines. Manufacturers of all kinds of Saddles, Stirrups and Levers.

WRITE FOR SAMPLE

Couch Cotton Mills Sued By Government for Taxes.

Atlanta, Ga.—A suit in equity filed in the Federal District Court Wednesday by J. T. Rose, collector of internal revenue, prays for a lien against the Couch Cotton Mills, the Beaver Cotton Mills of Atlanta, and the Beaver Duck Mills of Greenville, S. C., in the sum of \$4,153 as the amount due the Government for taxes during the taxable period of 1922. The Beaver Mills are said to be a subsidiary corporation of the Couch Cotton Mills, now in the hands of a receiver.

E. C. Klipstein.

Ernest Christian Klipstein, secretary and treasurer of A. Klipstein & Co., president of E. C. Klipstein & Sons Co., and identified in an official capacity with half a dozen well known chemical manufacturing or distributing firms, died Sunday, April 29th, at St. Vincent's Hospital, New York City. He was 72 years old and is survived by his widow and three sons, Ernest H., Gerald P. and Kenne H. Klipstein. Funeral services were held Tuesday afternoon, May 1st, at his home, 93 Prospect street, East Orange, N. J., with Rev. Charles Thomas Walkley, rector of Grace Episcopal Church, Orange, officiating. Interment was in Rosedale Cemetery.

Born of Revolutionary stock in Marshall, Fauquier County, Va., December 24th, 1851, he received his education at Roanoke College, from which he graduated with the degree of A. M. Several years of teaching followed when a determination to take up the study of medicine caused his decision to center the retail drug business in order to obtain a thorough grounding in the materia medica. It was for the purpose of completing his studies that he came to New York in 1875.

During the year previous he had chanced to make the acquaintance of A. Klipstein, who in 1872 had established himself in New York as the selling agent of Edmond Renault & Co., and of A. Poirier & Co., both of Paris, and was subsequently employed by him as salesman. The business proved so fascinating and held out so many possibilities for development to a mind which was quick to grasp its potentialities, that the study of medicine was abandoned. The connection was continued with the result that in 1894, when the business was incorporated under the name of A. Klipstein & Co., E. C. Klipstein became treasurer. He took an active interest in the affairs of the corporation until his death.

Mr. E. C. Klipstein was internationally recognized as a pioneer in

the truest sense; his innovational contributions to American Chemical industry were the result of an outstanding ability to sense the technical value of chemicals and exploit that value commercially. Especially was this true in the textile and leather fields where his achievements and technical knowledge were most appreciated; his ideas were successfully adopted, and he was generally regarded as an authority.

Among his contributions to the American chemical industry were: the providing of American dyes with vat colors; the substitution of formic acid for acetic acid and sulphuric acids in dyeing; the adaptation of sulphonating oils and the production of chrome acetate for calico printing; the use of tetra chloride of carbon as a non-inflammable solvent for grease and as a fire extinguisher (this article is marketed under the trade name of "Carbena" and has become nationally known to the country at large); the introduction of Querbracho Ex-

tract from South America; Man- grove Bark and Myrabolams from the Far East.

Incidentally, Mr. Klipstein's interest in the development of dyeing industry prompted him to found E.

C. Klipstein & Sons Co., to manufacture colors; this concern was one of the first to manufacture Sulphur Black successfully, also to manufacture the first synthetic tanning material produced in America.

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Portable Electric
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Blows dust out of motors, generators, switchboards and other delicate machinery.

Can be equipped to draw dust and lint from cards, slubbers, spinning looms, napping machines, shearing machines, etc.

Write for illustrated folder giving prices, etc.

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Attaches To Any Light
Socket. Weight 6 lbs.



Card Room Spindles

Cardroom spindles cannot give efficient service if worn out at the top and failing to retain the flyers. The spindle has an important function to perform and you cannot afford to allow it to spoil the work of the other parts of your machinery.

We can repair these card room spindles—and repair them to give the same service as if new. Our men are trained in this line of work and you rightly feel confident in their work.

Southern Spindle & Flyer Co.

Incorporated

Charlotte, N. C.

Manufacturers, Overhauled and Repairers of Cotton Mill Machinery

W. H. MONTY,
Pres. and Treas.

W. H. HUTCHINS,
V. Pres. and Sec.

Manufacturers of
Spools of Every Description
Speeders, Skewers, Warp and
Filling Bobbins, Twister
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Bobbins.

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WE SPECIALIZE IN

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Southern Representative

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Cotton Notes

Hester Reports on Cotton Crop. 9,535,070 year before last, and 11,443,659 in 1920.

New Orleans, May 4.—The amount of cotton crop brought into sight during the nine months period from August, 1922, to May 1, was 549,000 bales greater than the corresponding period last year, 494,000 ahead of the previous year and 1,415,000 bales under 1920, according to a report issued by Col. H. G. Hester, secretary of the New Orleans Cotton Exchange.

The movement since August 1 shows receipts at all United States ports 5,472,519 against 5,339,690 last year, 5,536,968 year before last and 6,759,450 in 1920; overland across the Mississippi, Ohio and Potomac rivers to northern mills and Canada 1,023,387 against 1,402,035 last year, 1,168,184 year before last and 1,432,285 in 1920; southern mill takings exclusive of consumption at Southern outports 3,384,000 against 2,893,000 last year, 2,203,432 year before last and 2,999,602 in 1920; and interior stocks in excess of those held at the close of the commercial year 148,850 against (decrease) 154,600 last year, 626,486 year before last and 252,322 in 1920.

These make the total movement of the cotton crop brought into sight for the nine months ending April 30, according to the report, 10,028,756 against 9,480,026 last year,

Northern spinners took during the nine months 2,051,182 against 2,242,395 last year and 1,693,909 year before last. This made their average weekly takings for the season 52,594 against 54,933 last year and 43,433 year before last.

Foreign exports for the nine months of the season have been 4,092,232 showing a decrease under last year of 644,120 and an increase over the same period year before last of 12,357.

Stocks at the seaboard and the 29 leading Southern interior centers at the close of April were 929,304 against 1,750,450 last year and 2,802,056 year before last.

Including stocks left over at ports and interior towns from the last crop and the number of bales of the current crop brought into sight during the nine months the supply has been 10,190,960 against 11,791,722 last year and 10,996,477 year before last.

Murphy, N. C.—The Oaklane Knitting Mill Company, of Philadelphia, has just closed an agreement with the Murphy Real Estate Company whereby the latter company will build a \$20,000 plant, to be leased to the knitting concern with an option of purchase later on, if desired.



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The Week's Cotton Trade.

Cotton prices witnessed severe declines during the week ending May 4, with closing prices down 182 points in the average of the daily quotations of 10 markets to 210 points for May future contracts on the New York Cotton Exchange. Spot cotton closed at 26.99c per lb. on May 4, and May future contracts at New York closed at 26.75c. The volume of spot sales was again light, reports indicating a slack demand with holders, however, unwilling to part with their cotton at present prices.

Reports indicate that the weather in the cotton belt was somewhat more favorable during the past week.

The dry goods markets were reported inactive.

Exports amounted to 1,799 bales, compared with 30,040 bales the previous week and 125,848 bales for the corresponding period last year.

Certificated stock at New York on May 4 was 45,033 bales, and at New Orleans 4,801 bales. Total stocks all kinds at New York 61,570 bales, and at New Orleans 110,763 bales.

New York future contracts closed May 4: May 26.75c, July 25.50, October 23.79, December 23.39, January 23.16. New Orleans closed: May 25.92c, July 25.40, October 23.30, December 22.88, January 22.76. New Orleans spot cotton 26.50c.

Cotton Movement from August 1 to May 4.

	1923	1922
Port receipts	5,394,543	5,153,971
Port stocks	439,045	894,061
Interior receipts	7,025,102	6,483,987
Interior stocks	572,660	965,883
Into sight	9,778,400	8,942,510
Northern spinners' takings	2,115,226	1,859,286
Southern spinners' takings	3,932,202	3,308,831
World's visible supply of American cotton	1,812,705	3,324,118

Pontamine Diazo Blue M.

E. I. du Pont de Nemours & Co. announce the development of a dye known as Pontamine Diazo Blue M, a direct color, which when diazotized and developed, gives reddish shades of blue of very good fastness to light. The company states that it is especially recommended for work that requires shades of blue only obtainable otherwise with direct dyestuffs, but for which direct dyestuffs do not possess adequate fastness.

As it is readily soluble, dyes evenly, and is adaptable for all classes of machine dyeing, Pontamine Diazo Blue M is very suitable for dyeing cotton in all stages of manufacture, raw stock, yarns, warps and pieces, as well as for the production of bright navy blues or indigo shades on cotton hosiery. It is also used for embroidery yarns, threads, and all kinds of mercerized goods. On artificial silk, shades of great brilliance may be obtained.

Pontamine Diazo Blue M is an important color for dyeing pure silk, the shades possessing good fastness to light, water, washing, and perspiration. It is also suitable for printing cotton, and is used to a great extent for the familiar blue and white discharge style, as it is discharged white with sulfoxylates.

W. T. Buckner.

Huntsville, Ala.—W. T. Buckner, 76, veteran gate-keeper at the Merimack Cotton Mills, died after an illness of 10 days with pneumonia. He was gate-keeper at the mills for 20 years and was known and esteemed by every man, woman and child in the village. He was a favorite with every general agent and all of the directors of the corporation. Mr. Buckner was a Confederate veteran and took a leading part in civic and church work. Three sons and five daughters survive him.



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Cotton Goods

New York.—The cotton goods demand for goods shows more markets continued quiet last week and a further softening in prices was noted. Prices on bleached goods were on a basis of 12 1-2 cents for 4x4, 64x60s, a reduction of three-quarters of a cent. Prices on print cloths and sheetings and some of the colored lines were softer. Buying continued light, with the uncertainty of the cotton markets regarded as the chief factor. It is reported that many mills on print cloths and sheetings will begin to curtail production as soon as their present contracts are completed. They plan to curtail until there is a better margin of profit between manufacturing costs and selling prices. It is said that selling agents are finding it impossible to pass to the consumer the added costs brought about by higher wages.

Current business in duck is of small volume and sales are principally out of stock. Competition among mills has developed keenly, occasioning a variety of quotations that show a wide spread between various producing factors. The cause of this differential is often due to one mill owning larger stocks of certain descriptions than another. Large surplus army duck profits have been pared to the bone with competition here so keen that several former operators have withdrawn from the field. The ginghams, chambrays, lawns, voiles, suitings and other staple goods that make up the volume of sales in wash goods department have not moved as well relatively as the new offerings. There are some specialties in printed crepes, voiles or silk and cottons that are selling but the movement as a whole is still very spotty. Sheetings continued dull. It is possible to buy 4-yard 48 squares for bag purposes at 10 3-4 cents and some second hands would do better. Some other new low prices were heard as being possible for odd lots and second hand offerings. Selling agents as a rule were content to allow the market to drift until cotton finds a bottom or the

demand for goods shows more breadth.

In combed yarn goods sales of 40-inch 72x68s. were made for spot delivery from mills at 13 cents and 40-inch 96x100s at 19 1-2 cents. It was stated that small lots could be had in second hand channels at concessions from these levels.

The Fall River print cloth market, which has been remarkably quiet for the past three or four weeks, showed a little more life this week. It is conservatively estimated that the sales for the week just closed totalled about 60,000 pieces. Prices, however, have been more or less irregular, declining from 1-8 to 3-4 of a cent below the prices of a week ago. The decline has been due to the mills showing an inclination to make concessions. Buyers have shown a trifle more interest.

It is reported that early in the week there was a sale of 10,000 pieces of 36-inch, 44x36, 9.20, at 6 1-2 cents, and 13,000 pieces of 36-inch, 40 squares, 9.20, at the same figure. Five thousand pieces of 38 1-2-inch 64x60s, 5.35, sold for 10 3-4 cents, and later 1,000 pieces of the same style brought 10 7-8 cents.

Cotton goods prices were quoted as follows:

Print cloths, 28-inch 64x64s, 8 1-4 cents; 64x60s, 8 cents; 38 1-2-inch 64x64s, 11 cents; brown sheeting, Southern standards, 16 1-4 cents; tickings, 8-ounce staples, 30 cents; denims, 2.20s, 25 to 26 cents; staple ginghams, 19 cents; prints, 11 cents; dress ginghams, 21 1-2 cents and 24 cents.

Peruvian Wool Trade Fluctuating.

Average exports of wool from Peru in years when the price is good are about 6,500 metric tons per annum. When the price is low, the Indians consume more wool in their own garments. Production varies but little, however, from year to year. The woolen factories consume 700 or 800 metric tons annually, and the Indians probably use about as much for their own needs.

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The Yarn Market

Philadelphia, Pa.—The yarn market was quiet last week, with further declines in prices. Trading was spotty and quotations showed considerable variation. Some dealers reported a little larger business at lower prices, but these mainly covered small lots for prompt shipment. Two rather large sales of 16s carded yarn, one of 250,000 pounds and another of 100,000, were reported, both of these being made to manufacturers of heavyweight underwear. Mills making light-weight underwear are not in the market at this time. Inquiry from both hosiery and underwear manufacturers was reported somewhat better during the week and some underwear makers covered their needs for the next three months. Spinners making carded yarns in the coarse counts are reported to be well sold for the next several months, and manufacturers are asking for prompt shipment.

New business in mercerized yarns is developing very slowly, although users of the yarns are asking for deliveries of yarn contracts. The fluctuations of the yarn market are delaying new orders, the uncertainty leading first buyers to wait for more settled conditions.

Carpet mills have bought freely within the past ten days, some of them taking advantage of the lower prices to cover ahead for several months. The trade is reported busy and using good quantities of 20s and 30s two-ply warps, tubes and skeins. Towel manufacturers are not active. Weavers are taking fair sized lots of 20s two-ply warps and some 20s single skeins for filling.

There is a growing belief that yarns will be in better demand within a few weeks and that prices will show a sharp rise. This belief is based upon the fact that an acute shortage of cotton will be felt in July and August.

Prices showed much irregularity. The following quotations were regarded here as average values:

Southern Two-Ply Skeins		
6s	.....	a43
10s	.....	a44
12s	.....	a45
14s	.....	a46
16s	.....	a47
20s	.....	a48
24s	.....	a55
26s	.....	a56
30s	.....	a59
40s ordin'y	.....	a67
40s high gr.	.....	a72
Southern Two-Ply Warps		
8s	.....	a45
10s	.....	a46
12s	.....	a46 1/2
14s	.....	a47
16s	.....	a48
20s	.....	a50
24s	.....	a56
26s	.....	a58
30s	.....	a59
40s ordin'y	.....	a69
40s high gr.	.....	a74
Southern Frame Spun Carded Yarn on Cones—Cotton Hosiery Yarn		
8s	.....	a42
10s	.....	a42 1/2
12s	.....	a43
14s	.....	a43 1/2
16s	.....	a44 1/2
18s	.....	a45 1/2
20s	.....	a46 1/2
22s	.....	a48 1/2
24s	.....	a49 1/2
26s	.....	a50 1/2
30s	.....	a52 1/2
40s	.....	a67 1/2

20s	.....	a58
22s	.....	a60
24s	.....	a61
26s	.....	a65
28s	.....	a66
30s	.....	a67
32s	.....	a77
34s	.....	a80
36s	.....	a85 1/2
40s	.....	a87 1/2
60s	.....	a95
80s	.....	a100
double carded	.....	a56 1/2
tying in	.....	a48 1/2
Southern Single Skeins		
4s to 8s	.....	a42 1/2
10s	.....	a43 1/2
12s	.....	a44 1/2
14s	.....	a45 1/2
16s	.....	a46 1/2
20s	.....	a48 1/2
24s	.....	a50 1/2
26s	.....	a51 1/2
30s	.....	a55 1/2
40s	.....	a65 1/2
Southern Single Warps		
8s	.....	a43 1/2
10s	.....	a44 1/2
12s	.....	a45 1/2
14s	.....	a47
20s	.....	a48 1/2
26s	.....	a53 1/2
30s	.....	a58 1/2
40s	.....	a67 1/2
Carpet and Upholstery Yarn in Skeins		
8s and 9s 3-4 slack	.....	a43
8s 3-4 tinged tubes	.....	a41
8s 3 and 8s 4 hard white	.....	a43
w p twist	.....	a43
Southern Two-Ply Combed Peeler Skeins and Warps		
8s to 16s	.....	a60
20s	.....	a61
24s	.....	a63
30s	.....	a68
40s	.....	a78
60s	.....	a84
70s	.....	a95
80s	.....	a101
10s	.....	a20
12s	.....	a25
14s	.....	a30
16s	.....	a35
18s	.....	a40
Southern Combed Peeler Yarn on Cones		
10s	a53
12s	a54
14s	a55
16s	a56
18s	a57



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The fee for joining our employment bureau for three months is \$2.00 which will also cover the cost of carrying a small advertisement for one month.

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During the three months' membership we send the applicant notices of all vacancies in the position which he desires. We do not guarantee to place every man who joins our employment bureau, but we do give them the best service of any employment bureau connected with the Southern Textile Industry.

WANT position as overseer weaving. Familiar with variety of weaves and can furnish excellent references. Address No. 3805.

WANT position as superintendent, overseer weaving. Thoroughly trained in all departments of mill, I. C. S. graduate. Understand jacquard weaving. Age 30, married, no bad habits. Good references. Address No. 3806.

WANT position as overseer spinning or as assistant superintendent by man who can get results, either yarn or weave mill. Best of references. Address No. 3807.

WANT position as overseer spinning. Age 37, 12 years as overseer. First class references. Address No. 3808.

WANT position as superintendent, or overseer large card or spinning room. High class man, experienced and practical, references to show good past record. Address No. 3809.

WANT position as superintendent of large yarn mill. Have been overseer and superintendent in some of best yarn mills in North Carolina. Have fine record as to quality and quantity at low cost. Address No. 3810.

WANT position as carder or spinner or both. Capable of handling large room in first class man. Long experience, fine references. Address No. 3811.

WANT position as carder or spinner. Experienced mill man, now running card room at night, but want day job. Good references as to character and ability. Address No. 3812.

WANT position as superintendent. Practical man of long experience and ability to get good results. Now employed as superintendent. Good references. Address No. 3813.

WANT position as master mechanic. Have had 24 years experience in cotton mill shops both steam and electric drive. References. Address No. 3813-A.

WANT position as overseer weaving on Draper looms, plain white goods preferred. Now employed, but desire better job. Good references from good mill men as to character and ability. Address No. 3815.

WANT position as overseer carding. Good man, now employed, but wish better position. First class references showing good past record. Address No. 3816.

WANT position as superintendent of yarn or weave mill. Long experience in carding, spinning and weaving, and winding. Can get quantity and quality production at lowest cost. Age 39, good character and references. Address No. 3817.

WANT position as superintendent. Practical manufacturer of ability and experience. Good manager of help. Fine references. Address No. 3818.

WANT position as overseer weaving. First class weaver in every respect, sober, reliable and hard worker. Experienced on wide variety of goods. Good references. Address No. 3819.

WANT position as superintendent or manager of yarn or cloth mill in the Carolinas. Now general superintendent of large mill, have held job satisfactorily for three years but have good reasons for wanting to change. Good references. Address No. 3821.

WANT position as superintendent, overseer carding or assistant superintendent on yarn or plain cloth mill. High class, reliable man, good manager of help. A-1 references. Address No. 3822.

WANT position as overseer weaving. Strictly high class man of good character; long experience in weaving, best of references. Address No. 3823.

WANT position as superintendent, or carder or spinner. Now employed as spinner in mill on fine yarns and am giving entire satisfaction, but want larger place. Good references. Address No. 3824.

WANT position as superintendent, carder or spinner. Practical man of long experience in good mills. Fine references. Address No. 3825.

WANT position as master mechanic. Now employed, but want larger job. Many years experience as mechanic, steam and electric drive. Excellent references. Address No. 3826.

WANT position as superintendent or traveling salesman. Experienced mill man and can give excellent references. Address No. 3827.

WANT position as superintendent. Have held position as such in some of the best mills in South and give satisfactory references to any mill needing first class man. Address No. 3827.

WANT position as master mechanic. Long experience in mill machine shop, fully competent to handle large job. Fine references. Address No. 3829.

WANT position as overseer carding or spinning, or superintendent. Practical man who has had many years experience as superintendent and overseer and can get satisfactory results. Best of references. Address No. 3821.

WANT position as superintendent of yarn mill or carder or spinner. Thoroughly familiar with these departments and am well qualified to handle either a room or a mill. Good references as to character and ability. Address No. 3832.

WANT position as superintendent of mill in North Carolina making yarns or print cloths. Now employed as superintendent of 27,000 spindle mill making 30s hosiery yarn and 64x60s print cloth. Am giving satisfaction but have good reason for making change. Best of references. Address No. 3833.

WANT position as superintendent or overseer carding. Long experience as both and can get good production at low cost. Would like to correspond with mill needing high class man. Address No. 3834.

WANT position as overseer of carding. Good worker of long experience in number of good mills. First class references to show past record. Address No. 3835.

WANT position as superintendent or overseer carding and spinning. Now employed, but wish larger place. Competent, reliable man who can give satisfaction in every way. Good references. Address No. 3836.

WANT position as superintendent or manager. Have had long experience as superintendent and am high class man in every respect. Can handle mill on any class of goods made in South. Want to correspond with mill needing high class executive. Excellent references from reliable mill men. Address No. 3837.

WANT position as overseer weaving. Practical weaver who can get big production at the right cost. Fine references. Address No. 3838.

WANT position as overseer weaving. Can handle any fabric made in South. Have had over 27 years experience from loom fixer to overseer weaving and was promoted steadily by one of largest mills in the South. Married, have family, religious worker, good manager of help. Can give excellent list of references. Address No. 3839.

WANT position as superintendent, prefer South Carolina or Georgia. Now employed as assistant superintendent and weaver and am giving entire satisfaction. Have good reasons for wishing to change. Excellent references. Address No. 3840.

WANT position as overseer weaving, prefer job of fancies. Have been weaver for past 10 years with one of the finest mills in the South. Excellent references to show a fine record. Address No. 3841.

WANT position as superintendent, yarn mill preferred. High class man who is well trained and has had long experience. Best of references. Address No. 3842.

WANT position as superintendent. Now employed as such, but want better job. Good weaver as well as superintendent

and get operate weave mill on very satisfactory basis. Address No. 3843.

WANT position as superintendent, carder or spinner. Now employed as superintendent. Long experience as both overseer and superintendent and can get satisfactory results. Address No. 3844.

WANT position as overseer carding. Have had long experience and can furnish best of references from past and present employers. Address No. 3852.

WANT position as overseer weaving. Experienced in wide variety of fabrics and can give satisfaction. Now employed. Best of references. Address No. 3853.

WANT position as dyer, 12 years experience on long and short chain work, raw stock, beam and Franklin machines. Can handle any size jobs on cotton. Good references and can come on short notice. Address No. 3854.

WANT position as overseer carding. Experienced an drelable man who can handle your room on efficient and satisfactory basis. Good references. Address No. 3855.

WANT position as superintendent of medium sized mill or weaver in large mill, white or colored goods; 20 years as overseer weaving, slashing and beaming in number of South's best mills. Have held present place for nine years and am giving entire satisfaction. Address No. 3856.

WANT position as superintendent of plain or fancy goods mill, would consider offer of medium size mill at reasonable salary. Thoroughly conversant with all departments. Address No. 3857.

WANT position as superintendent of yarn or cloth mill, gingham preferred; age 40, have family; 22 years experience, 8 years as carder and spinner and assistant superintendent; have held last position as superintendent for 7 1-2 years. N. mill preferred. Good references. Address No. 3858.

WANT position as overseer weaving or superintendent. Long experience in good mills and can get good results. Best of references. Address No. 3859.

WANT position as overseer carding; age 33, married, 14 years in carding; 5 years as overseer. Now employed but have good reasons for wishing to change. Address No. 3860.

WANT position as superintendent of weaving mill, or would take overseer weaving in large mill on plain or fancy goods. Now employed in good plant and can give good references. Fine record in good mills. Address No. 3861.

WANT position as overseer spinning, 17 years in spinning room, now employed as second hand in 35,000 spindle room; age 28, married, sober, reliable and church member. Good references. Address No. 3862.

WANT position as overseer spinning, spooling or twisting. Age 29, married, 10 years on spinning. Can furnish good reference. Address No. 3863.

WANT position as carder or spinner, or both. Age 55, married, practical carder and spinner and can furnish fine references as to character and ability. Address No. 3864.

WANT position as overseer spinning, or carding and spinning, can give good references as to character and ability, strictly sober, now employed but have good reasons for wishing to change. Address No. 3865.

WANT position as overseer cloth room, experienced on drills and sheetings; also colored goods. Can give A1 references. Address No. 3867.

WANT position as carder or spinner, or both. Experienced and reliable man, who can produce good results. Good references. Address No. 3868.

WANT position as superintendent, now employed as such, but wish to change; 4 years in present place, 8 years as carder and spinner or both warp and hosiery yarns, 5 years as spinner, been in mill over 25 years, thoroughly understand all processes from picker room to winding and twisting. Good knowledge of steam and electricity. Address No. 3869.

WANT position as overseer spinner, at \$30 weekly or more, now employed in good mill, practical and experienced man. Best of references. Address No. 3870.

WANT position as superintendent or weaver; long practical experience, and can produce quality and quantity production. Address No. 3871.

WANT position as overseer weaving; 12 years on heavy duck, 14 years as overseer on sheetings, drill, osbaugs, grain bag, tubing and rope machines; am 48. Can change on short notice. Good references. Address No. 3872.

WANT position as overseer weaving, experienced on large variety of goods and can handle room on efficient basis. Address No. 3873.

WANT position as superintendent of small mill, or weaver in large plant; now employed as overseer slashing, warping and drawing-in on 360 Draper looms. Good references. Address No. 3874.

WANT position as superintendent, yarn or weave mill. Now employed, but wish larger place. Excellent past record. Good references. Address No. 3875.

WANT position as agent superintendent or manager of Southern mill on white work. Would be interested in buying stock. Can furnish best of references and can show results. Address No. 3876.

WANT position as overseer weaving, now running 800 looms and giving satisfaction; familiar with colored checks, chambrays, many other lines; age 39, married, good references. Address No. 3877.

WANT position as overseer weaving; age 29, married, I. C. A. graduate, experienced on plain and fine work including all kinds of cotton towels and specialties. Good references. Address No. 3878.

WANT position as superintendent; 28 years experience in mill, have held present place as superintendent for 8 years, have good reasons for wanting to change. Best of references. Address No. 3880.

WANT position as supt. of yarn mill, or carder and spinner. Now employed as carder. Can furnish good references to show my record. Address No. 3881.

WANT position as carder in large mill, or supt. of small yarn mill; 20 years as carder and spinner; mostly in carding and assistant supt. Now employed as carder and assistant supt. Good references. Address No. 3882.

WANT position as carder or spinner, or both. Practical man of long experience; have excellent references. Address No. 3882.

WANT position as supt. or weaver, long experience in good mills, excellent references to show character and ability. Address No. 3883.

WANT position as supt. of spinning mill, practical experienced man of good ability and can get results. Address No. 3884.

WANT position as supt. and manager of small or medium mill, or overseer of large, good paying weave room. Excellent references. Address No. 3885.

WANT position as master mechanic; 20 years experience, now employed, good references to show excellent past record. Address No. 3886.

WANT position as carder and spinner or both, or supt.; 25 years in mill, 18 as supt.; married, have family. Address No. 3887.

WANT position as spinner, white work preferred; experienced and reliable man. Can come on short notice. Best of references. Address No. 3888.

WANT position as overseer of spinning, now employed as such and giving satisfaction, but wish larger place. Married, good habits, reliable and competent. Good references. Address No. 3889.

WANT position as overseer spinning. Experienced spinner, practical and capable, good character and habits, best of references. Address No. 3890.

WANT position as supt. or would take carding or spinning. Good references to show an excellent past record and can produce good results. Address No. 3891.

WANT position as carder or spinner in large mill, or supt. of small or medium size mill. Long experience in good mills; good manager of help. First class references. Address No. 3892.

WANT position as supt. of small mill, with opportunity of investing in mill and advance. Long experience as overseer, good character, inventor and owner of patent that will be of great value to mill equipped to use waste sock. Patent would give mill big advantage in manufacture of twine, rope and similar products. Would take stock for entire amount of pattern and invest small amount in addition, or would consider new mill. Address No. 3893.

WANT position as master mechanic. Long experience on both steam and electric work, 14 years in mill shops, good references. Address No. 3895.

WANT position as supt., assistant supt., carder or spinner, mule or ring frames, good man of long experience, best of references. Address No. 3894.

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The Stafford broad loom is built to withstand severe service. Its simplicity, accessibility of parts, and ease of operation are a few reasons why it is used by some of the most representative wide goods mills.

This loom embodies the high weaving qualities that characterize other Stafford looms, and can now be supplied with either shuttle or bobbin changing automatic features.



THE STAFFORD COMPANY WEAVING MACHINERY READVILLE, MASS.

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SLIP-NOT LEATHER BELTING



ORDINARY RUSSET BELTING
AFTER 30 DAYS' USE.
This RUSSET belt has but 78% pulley contact at the end of 30 days, running over a smooth flat pulley.



Is made of the best material
and by expert workmen.

Is extremely flexible

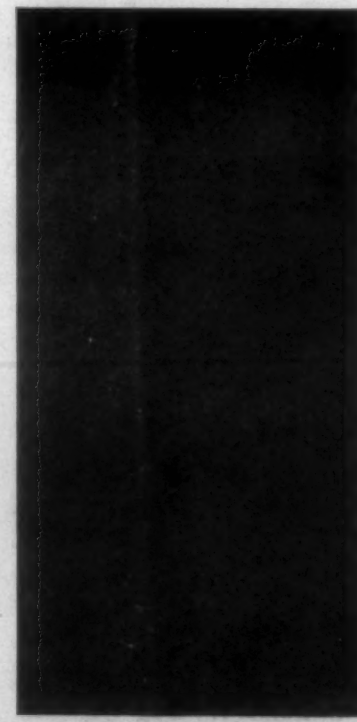
Has a perfect surface

Is waterproof

Has all the qualities necessary
for long life.

You have only to use it to be
convinced of its superiority.

BOOKLET ON REQUEST
GRANT LEATHER CORPORATION
KINGSFORD, TENN.



SLIP-NOT BELTINGS
AFTER 30 DAYS' USE.
This SLIP-NOT belt has almost 100% pulley contact after the same test AND IT HAD THAT FROM THE FIRST DAY.